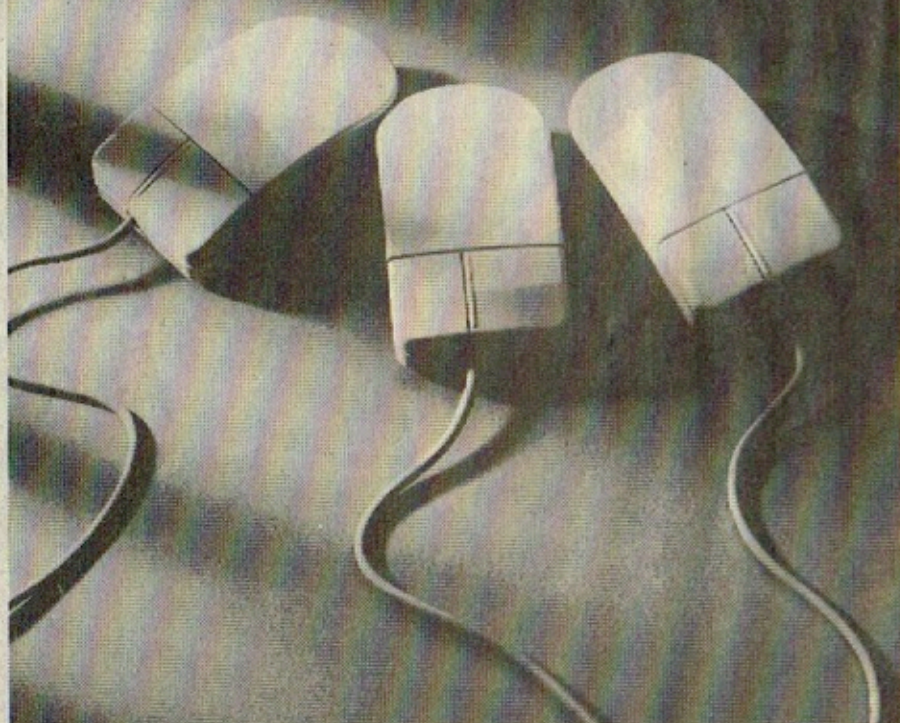


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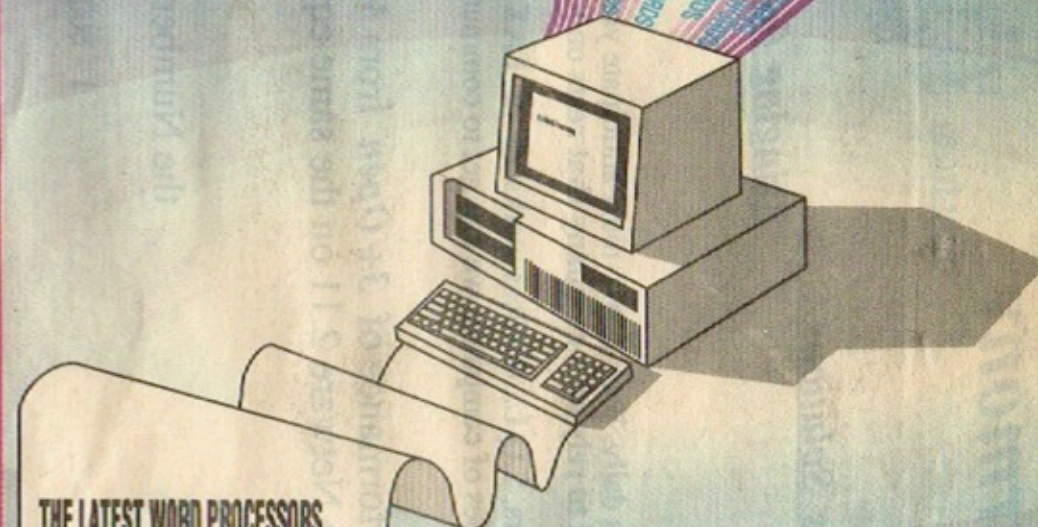


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Vol 1, No. 10 November 1988

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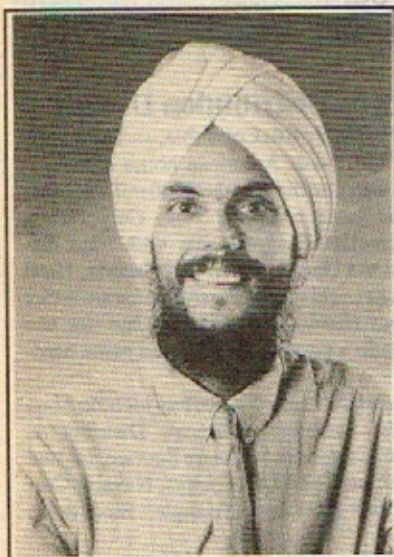
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COMPUTER PAPER

BRITISH COLUMBIA'S COMPUTER INFORMATION SOURCE

Vol 1. No. 10 November 1988

FROM THE EDITOR



It's fall and computer show time again. The Pacific Rim Computer and Communications Show is at the Vancouver Trade and Convention Centre Nov. 1, 2 & 3. This is Vancouver's biggest show, with over 20,000 visitors expected and this year's show, as usual, promises to have a lot of interesting products on

display. We are in booth 193A down by the Exhibitors Lounge. We hope you will drop by and say "Hi".

We have a special insert for doctors who are thinking of buying a computer system to deal with the new Medical Services Plan Teleplan 2 online medical billing system. The weeks are ticking by towards the deadline when they have to begin submitting all their billings either through a service bureau which does it for them, or from their own computer system with a modem. The Pacific Rim Computer Show will have a special seminar on Computerizing the Medical Office. Our center pull-out section is designed as the guide for that particular aspect of the show.

Our focus for software this month is on word processing. According to the statistics, word processing is the most popular software application on computers. More people do more word processing than any other single application. We look at four new versions of popular word processors.

As we mentioned last month we now can be reached on a Bulletin Board System. If you have a modem and want to send us articles, ads, classifieds, letters to the editor, or just tell us some hot item, please call us on Mindlink. The number is (604) 533-2312 and you can call at 300, 1200 or 2400 Baud. The procedure is to type in "Computer Paper" when the system asks you your name. From there you can either upload files, or type in text. Mindlink is Vancouver's largest BBS with eight phone lines and has lots of other interesting things on it. It is a pay board, so you must become a member to use the other parts of the system. Leaving messages for The Computer Paper is of course free. Once you have left your message for us, you can sign onto Mindlink and stroll around to see what they have. As Frank Reiter, the Sysop (System Operator) for Mindlink says:

"See you On-Line".

Kirtan Singh Khalsa
Publisher/Editor

Coming Schedule

December: CAD/Laptops
Copy & Ad Deadline: Friday, Nov 19
January: Payroll Packages/Monitors
Copy & Ad Deadline: Friday, Dec 16
February: Telecommunications/FAX
Copy & Ad Deadline: Friday, January 20
March: Desktop Publishing/CD-ROM
Copy & Ad Deadline: Friday, February 17
April: Spreadsheets/386 Machines
Copy & Ad Deadline: Friday, March 17
May: Point of Sale/Printers
Copy & Ad Deadline: Wednesday, April 19
June: DOS/Hard Drives
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THE KAYPRO 286

Here's the American-made computer that kicks out all your old assumptions about the cost of truly advanced technology. Consider these facts about the KAYPRO 286.

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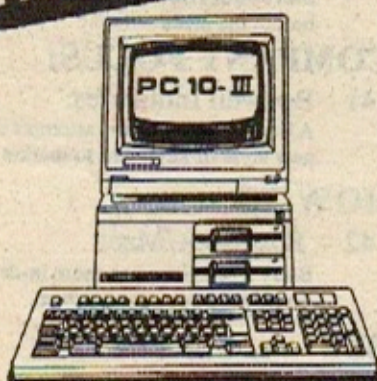
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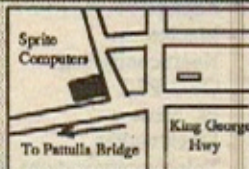
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LETTERS TO THE EDITOR



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I enclose our course schedule so that you may include us in your Computer Calendar section of the Computer Paper.

I would also like to let you know that the students do enjoy your paper and have indicated a very positive response, they have found it to be educational, informative and interesting and I agree.

Maureen Fiala

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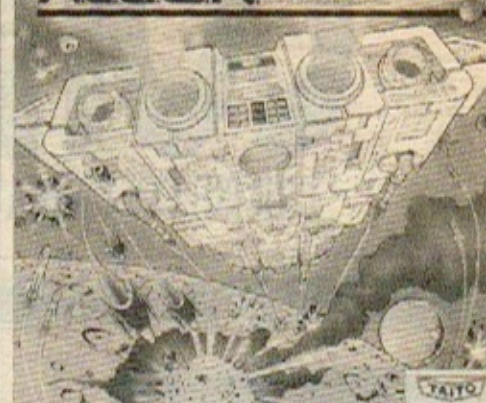
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NEW PRODUCTS

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Taito Signs Distribution Deals

VANCOUVER, British Columbia, — Taito Software Inc., the North American home entertainment software subsidiary of the \$500 million Japanese arcade game company Taito Corporation, recently announced agreements with nine distributors in the United States and Canada. Until now, Taito has sold its video game software under license from Nintendo of America Inc. for use with Nintendo's popular home video game hardware.

Taito Software's new distributors include Abco Distributors, American Software Distributors, Beamscope, Computer Software Service, Ingram Software, Micro-Pace Distributors, Navarre Corporation, Soft-Kat and Triangle Electronics Company.

Taito also has agreements with several major retail chains, including B. Dalton Software, Toys 'R Us, Electronics Boutique and Babbages.

The first Taito Software products were licensed for Nintendo entertainment systems. In addition to the games available through Nintendo, Taito now distributes software products for Commodore 64/128, with schedules to release products for IBM compatibles, Tandy, Apple II, Amiga and Atari in October.

To produce its home software versions, Taito will draw on the Taito Japan arcade library of more than 1,000 games. "Our company's objective is straightforward and simple," says Alan Fetzter, president of Taito Software. "We intend to develop the highest-quality, fastest-paced and most exciting action games in the business."



New Vancouver Company Enters Peripherals Distribution Market

Seacorp Technology Corporation, a new Vancouver company has brought out a full range of computer accessories. All their products are marketed under their trademark 'Premier Gold.' Their main products include diskettes, cleaning kits, power systems. In addition, they have a complete catalogue of computer accessories including: dust covers, copy holders, monitor & keyboard holders, power bars, templates for, Lotus, DBase III+, Wordstar, printer stands, disk holders, cleaning kits, mice, keyboard storage drawers, cables, racks, monitor bases, printer enclosures, data binders, joysticks, paper, and labels.

According to the company, their major product, "Premier Gold" diskettes are manufactured under rigorous quality assurance standards and exceed all of the industry criteria including ANSI, ECMA, JIS, and ISO for durability and effectiveness in data recording and rewriting. With clipping levels of 70%, 100% error free, and a lifetime warranty, Seacorp Technology feels that "Premier Gold" diskettes are among the best diskettes in the world.

Their product line includes all items of 5.25" and 3.5" floppy disks with memory capacity of 125K bytes to 1.6 mega bytes for Apple, IBM PC/XT, IBM PC/AT, and many other compatible systems. At present, the highest formatted diskettes has a formatted capacity of 867K. 'Premier Gold' disks exceed that with a capacity of 920K.

Dealers Inquiries: Seacorp Technology (604) 684-3282 or toll free: 1-800-663-0338

Desktop Satellites

How about desktop satellite communications? A local company is marketing Microsat II which they say is equally well suited for private business networks or personal use. In the past, satellite data distribution networks were only feasible for major corporations with massive requirements. With Microsat II, direct satellite communications is now within every one's reach. Personal Space Communications, a division of Norsat International, will soon be offering satellite time for as little as 56¢ per minute of transmission at 9600 bits per second as well as free Bulletin Board Service.

Every branch location that owns a P.C. has half of what's essential to receive satellite information. Norsat offers you the other half — neatly contained on the new MICROSAT board.

Slip the MICROSAT board into the expansion slot of any P.C. or true compatible. Connect the computer to a satellite antenna with a standard coax cable. As of that moment, you are in possession of a highly sophisticated audio, video and data satellite receiving system.

MICROSAT has been designed to provide an economical, hands off, satellite information receiving system. Menu-driven software and clear documentation are included to help provide the tools required to build your own satellite broadcast network.

Maintain multiple data bases automatically and simultaneously anywhere in North America.

Network control services and maintenance are available through authorized Norsat dealer network as well as at their factory service centre.

Local Company to Operate Drake Training Centre

Drake International Inc. has announced that new management will operate the DRAKE Computer Training Centre in Vancouver.

DRAKE Computer Training offers courses in the most popular PC applications using ComputerPrep courseware at the Centre or the customer's site. In addition, self paced Concurrent Computer Based Training (CCBT) and Video Based Training are available to augment the preferred method of instructor-led training. The courses range from introductory to advanced levels on topics such as: WordPerfect, Microsoft Word, DisplayWrite 4, Wang and Multimate Advantage II Word processing; dBase III Plus & RBase database management; Lotus 1-2-3 spreadsheet; Smart, Symphony, and 20/20 Integrated software; DOS Operating System; Novell System Manager and End User courses. The Centre plans to increase course offerings to include ACCPAC and Bedford accounting systems, Desk Top Publishing and Autocad. DRAKE's customers include large and medium sized corporations, financial institutions, federal and provincial government offices and microcomputer dealers.

In addition to the Centre at 100-1111 Melville Street, Vancouver, B.C., a new centre will be opened in North Vancouver at 217-260 West Esplanade Street to serve the expanding business market on the North Shore. DRAKE Computer Training Centres operate coast to coast in 10 locations including Calgary, Toronto and Halifax to serve national corporate, government and financial clients.

For further information call (604) 669-8789

File Server to The Rescue

Independent Technical Services, is a computer network support company with a difference. Their goal is to provide support for the distributors and dealers of networking products in Western Canada. They have recently added what they call the DOCUNET™ service to their existing program of Emergency File Servers for dealers whose customers need a back up system.

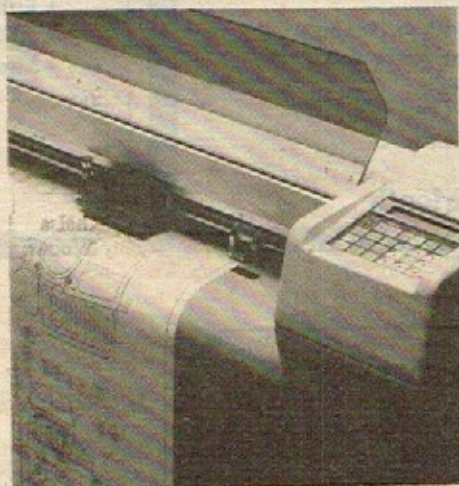


DOCUNET™ is a database that contains all the pertinent information of each client's network. If the client does encounter problems with their network, Independent is on call 24 hours a day for support. Since each network is unique, well prepared service calls are impossible without proper documentation. With the use of DOCUNET™, Independent is prepared before they leave the office.

If the situation arises that the client needs a replacement File Server, the company has genuine IBM AT's set up and ready to go. This service has already saved many local companies thousands of dollars in wage losses and down time.

Independent Technical Services's Dean Greenwood stresses that they do not resell hardware or software to the end user and intend to limit themselves solely to support service and training.

Dealers or VARs can contact Independent Technical Services at (604) 873-3900



Pencil Plotter Offers Multiple Benefits Over Pen Plotters

The proliferation of pen plotters in the market has made purchasing decisions difficult. But there is one factor shared by all these output devices — the use of liquid ink. Ink plots are subject to the same failures and properties as ink drawings performed manually. However, vendors like Interworld Electronics of North Vancouver feel there's a better solution. They sell a plotter by Mutoh which uses a pencil instead of a pen.

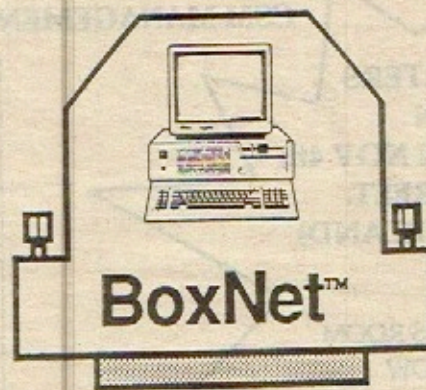
Pencil plotting is an established practice in Japan. In fact 80% of all plotters sold in that country are equipped with pencils. Originally, the pencil plotter was created to satisfy engineers who wanted to work on CAD drawings after-hours. Today, it is becoming an increasingly popular time-saver in other countries as well.

Pencil plotters eliminate many of the constraints associated with pen plotters such as limited speed, pen failures (drying or skipping), expensive pens and pen tips, and the need to "babysit" the plotter. Also, modifying a pencil-plotted drawing manually can save you hours in time-consuming replotting.

To ensure compatibility with existing software, HP-GL (Hewlett Packard's plotter language) is supported by the Mutoh plotters. It also operate with standard "H" series ink pens, ballpoints, fiber tips and ceramic tips.

Drawings plotted in pencil appear nearly identical to those drawn in ink. A blueprint made from a pencil plot is easier to read than a hand-drawn pencil drawing or an ink plot because of the graphite's blackness and opacity.

Mutoh estimates that pencil plotting offers a savings of \$1,000 to \$1,500 per month compared to using pen plotting only. This includes the costs of time spent supervising a plotter in order to achieve acceptable results, and the elimination of failure-prone pens and pen tips.



BOXNET: Low Cost LAN, Powerful Features

BOXNET is a LAN that allows the transparent sharing of hard disk and printer resources between PCs. It does this by using one of your PC's serial ports to link the two computers. This limits its bandwidth to about 100 K bps (bits per second), so it doesn't have the capacity to host a large corporation-sized net or even most building networks. But, if you fall into the small office or low-end building network categories, you are in for a real treat! This product works as it should, meets all the requirements of a LAN, and does it at a price that must make its competition shudder. A starter kit that includes all the hardware, software and cables necessary to network two PCs is only \$179.90. Adding additional nodes is as easy as plugging in a new telephone, literally, since standard telephone RJ-11 modular cable is used to link network nodes. The cost for each additional node is \$89.95.

According to Rimart International, local distributor for BOXNET, it is a baseband LAN as opposed to a broadband LAN that implements a serial-port based CSMA/CD protocol. It uses a variable-sized packet length to optimize transfer speed. The maximum speed that it can achieve (a limitation of RS-232 serial ports) is 115 K bps. This works out to about two megabits per minute, so you could move an entire 360-KB floppy disk of information from one BOXNET node to another in about 15 seconds! BOXNET can link six computers per serial port up to a maximum of 12 nodes per LAN. (You can do more, but network overhead adds up quickly. This effectively limits the size to around 12. Most computers are also limited to two serial ports. There are multiple port I/O cards available, but they are not that common, and can be rather expensive). The maximum distance between nodes is 1000 ft., unless you choose to make use of expensive fiber-optic cable. If so, the distance limitation can be pushed to one mile.

The topology of BOXNET is distributed peer-to-peer. Peer-to-peer lets all nodes on a network communicate with every other node without intervening control or routing nodes. With this price/performance ratio, expect to see BOXNET in small office environments such as realtors, law, or insurance firms.

Contact: Rimart International at (604) 688-3717

New Computer Service Network

Cantec Resources Corp has recently announced that it will now operate under a new corporate name: Tecnet Canada Inc. Tecnet is a network of third party maintenance companies who have banded together to offer nationwide service.

According to Cantec president, Ed Life, "The success and growth of the network have been the result of strong technical support, spare parts and training combined with fast effective response from local area service companies. The local companies, as part of Tecnet, are now receiving service revenues which previously were directed out of their communities. As Tecnet grows, so does the technical strength within the local communities along with viability of the local Tecnet representatives." For more information: call Don Burrows, Tecnet Canada (604) 388-6677

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ATARI

Atari No Longer Considered Perfect Material

OREM, Ut (NB) — I doubt that it's common knowledge yet but WordPerfect Corporation has halted development of applications for the Atari environment. The Utah-based company's avowed strategy is to provide its products across all important hardware platforms. Yet the decision to no longer include Atari was quietly made two weeks ago.

According to Todd Ashman, WordPerfect's director of marketing for Amiga and Atari, several factors were considered in the decision-making process. "The market size just wasn't what we had expected it to be in the early going. There were several things that were considered, one of which was distribution. We didn't feel like the dealer channel was sufficient enough to support our type of a product. The piracy factor came into play in that the market size versus how many products were being put up on the BBS's... we just felt like it wasn't profitable to stay in the market."

Ashman also admitted that initial product positioning may have placed the company's word-processing offering at too high a price point due to the company's desire to protect distribution of its PC version. Alternative pricing policy was eventually considered but "... they [other WordPerfect executives] thought that regardless of the price, ... we couldn't do our style of business in that particular market place." Problems also occurred during development efforts for which WordPerfect did not feel that Atari provided adequate support. Apparently, present products for the Atari will continue to receive the company's fabled support but future development is dead.

This decision may impact Atari in two ways. First, it may impede Atari plans to enter the arena of business applications if policy has not changed by the time the latest WordPerfect upgrade (5.0) is offered across all other platforms. And, second, the development withdrawal may signal a failure in market confidence that further erodes opportunities to increase the hardware's installed base. The second problem is potentially the more serious. A perpetuating cycle of decreases in user base and diminished developer interest is easy to imagine as a result.

ATARI Chairman Jack Tramiel will still support Amnesty International but at this point has no plans to pose with Peter Gabriel.

B.C. BYTES

New Report Generator from Bedford

BURNABY, B.C. (NB) — Bedford Software says it will release in December a report and graph generator called Integrated Toolbox to work with its Integrated Accounting software for MS-DOS. Toolbox will run on any MS-DOS PC with a minimum of 384K and two floppy disk drives. It will be available directly from Bedford for C\$99.

The package will include two modules. The report-writing module will allow more flexible design of reports than the Integrated Accounting package itself. Graph will allow users to view financial statements and accounting data in a variety of graph formats.

Bedford products are sold through about 7,000 retailers in the United States and Canada.

Softtrak's ACCTRAK Wins CA's Product of the Year

Computer Associates Canada, Ltd recently announced that the ACCTRAK Report Writer from Softtrak Systems Inc., of Vancouver, has been awarded 1988 companion Product of the Year for CA's ACCPAC ACCESS Program for third party developers.

"ACCTRAK represents the qualities we look for in an ACCPAC Plus Companion Product" said David Fleck, Product Manager for the ACCESS program. "It provides added value to users of ACCPAC Plus and attains high standards of design, documentation, packaging and support - all requirements of our companion Product program."

ACCTRAK was designed for ease of use, without limiting the reporting capabilities required by management. It provides an environment in which periodic management reports can be run without operator intervention but one-time requests for information can be satisfied quickly and easily.

First shipped in May, ACCTRAK now has more than 400 installed sites - one of the fastest product penetrations for a Companion Product to date.

Computerized Trading Up

VANCOUVER (NB) — The Vancouver Stock Exchange reports that its Computerized Trading System is steadily increasing its share of VSE business. Introduced in late May with 25 stocks, the system now trades 332 issues. Computerized trading volume has grown from about 3.2 per cent of all exchange business in the first six weeks of operation to 10 per cent at the end of August. Put another way, the system has gone from trading about 500,000 shares a day at first to more than 900,000 a day at the beginning of September.

CANADIAN NEWS

Dell Computer Corp. has named a vice-president of sales for its new Canadian subsidiary in Richmond Hill, Ont. He is Patrick C. Murphy, formerly national sales manager at Harris Systems Ltd.

CCINFOdisc Grows Again

Hamilton, Ont., is splitting its CD-ROM of chemical information into two disks as of February, to accommodate the growth of its databases. And starting at the end of October, CCINFOdisc will be part of a new information service that will also include brief publications and a telephone/facsimile hotline for inquiries about workplace health hazards.

AudioVideo Specialists Inc. of Montreal has been named Canadian distributor for floppy disks from TDK Electronics Corp. Already a distributor for TDK audio and video tape, AudioVideo Specialists is also Canadian distributor for the British-made Amstrad line of personal computers. In a statement, AVS said the Canadian floppy disk market is worth C\$165 million.

Computer Records Aid In Fraud Conviction Of Waiters

TORONTO (NB) — Seven waiters have been convicted of fraud after they embezzled some C\$400,000 from a Toronto restaurant by tampering with a computer system.

The seven, who worked at The Whaler's Wharf restaurant in downtown Toronto, used managers' ID codes to void orders which had already been served, then pocketed the money. They were charged in 1986.

Although this sort of fraud by waiters has long been a problem in the restaurant industry, few people are convicted because the offenses are hard to prove. Transaction records kept by the restaurant's computer system helped make the convictions possible, according to Jeff Kein, sales manager for Remanco Systems Inc. of Toronto, which provided the equipment.

The seven waiters pleaded guilty to fraud over \$1,000 and were sentenced to light jail terms and ordered to pay back about half of the sums believed to have been embezzled.

NEWSBYTES by Wendy Woods (Western USA), Ken Maize (Eastern USA), Dana Blankenhorn (South & Midwest USA), Masayuki Miyazawa and Keizo Yamamoto (Japan), Grant Buckler (Canada), Steve Gold (UK) and Peter Vekinis (Europe) Copyright © 1988 NEWSBYTES. NEWSBYTES Canadian bureau chief is Grant Buckler, Source ID IP2008, PC Canada ID PC1176, (416) 285-0644, #203-859 Kennedy Rd., Scarborough, Ontario M1K 2E3.

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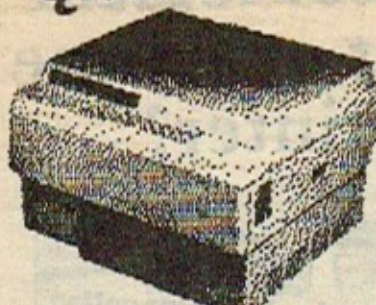
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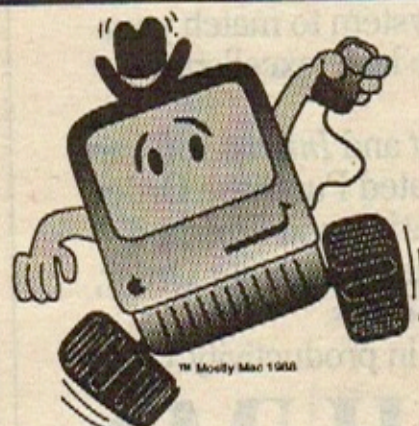
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U of T Library Tightens Up After Rumoured Fine-Fixing

(NB) — The University of Toronto library system has changed passwords and replaced intelligent terminals with dumb ones after allegations that students were cracking the library computer system to erase fines for overdue books.

Peter Clinton, associate librarian at the university, said intelligent terminals in public areas, technically capable of getting into the fine system, are being replaced with less sophisticated units. The legitimate purpose of the terminals is access to library catalogues.

Clinton said two unnamed students who told a campus newspaper, THE VARSITY, that they had used the public terminals to erase fines, could not have done exactly what they claimed to have done. Transaction records would have shown some evidence of the intrusions, Clinton said. But he added that the students might have erased fines improperly using terminals intended for library staff. To be safe, the library changed all its passwords after the story appeared, Clinton said. CONTACT: UNIVERSITY OF TORONTO LIBRARIES, (416) 978-2294

J.B. Marketing To Improve Wordperfect Support

CORNWALL, Ont. (NB) — J.B. Marketing of Canada says it recognizes telephone support for WordPerfect software has been hard to get in Canada lately, and is acting to remedy the problem. J.B., the exclusive distributor for WordPerfect here, is adding staff, putting in a new telephone system, and offering additional options: fax and on-line communication.

J.B. Marketing's phone support numbers for WordPerfect are 1-800-267-2444 in Ontario and Quebec, and 1-800-267-2499 in the rest of Canada. You can also contact the support staff by fax at (613) 938-4935, on CompuServe at 771101,1223, on Canada Remote Systems as WordPerfect, or through the Envoy 100 e-mail service as WORD.PERFECT. CONTACT: J.B. MARKETING, 120 Ninth St. E., Cornwall, Ont. K6H 2T2, (613) 938-3333

Toronto Show Fights Comdex

TORONTO (NB) — Organizers of the Canadian Computer Show, this country's largest computer trade show, are expecting some 450 exhibitors when the doors open for the 19th time next month. But some potential visitors might wonder about the choice of dates. The show is scheduled for November 14 to 17, the same week as Comdex/Fall in Las Vegas.

According to Industrial Trade and Consumer Shows of Toronto, which runs the event, it's the fourth-largest computer show in North America. A number of new product launches are scheduled for this year's show, according to the organizers. This may reflect one advantage of running opposite Comdex — vendors can stage simultaneous launches in the U.S. and Canada and hit major trade shows in both countries. CONTACT: (416) 252-7791,

Gandalf Opens Advanced Circuit Board Plant

OTTAWA (NB) — Gandalf Technologies Inc. says its new printed circuit board manufacturing plant is Canada's most advanced. The 18,000-square-foot plant will use advanced technologies such as fine-line and surface-mount to make printed circuit boards for Gandalf and other Canadian manufacturers. It is operated by Circronics, a Gandalf subsidiary. The new plant has about four times the production capacity of the company's previous facility. At full capacity it could cover 1,500 square feet with completed boards every day. The plant was officially opened October 3.

Canada Sets Up National Committee On Data Security

OTTAWA (NB) — The Standards Council of Canada is setting up a national committee to deal with the problems of keeping electronic information secure. According to the council, this will make Canada the first country to form a single, comprehensive national body to deal with data security.

The Canadian Advisory Committee on Information Technology Security will hold its first meeting October 12 in Toronto. It will be made up of

representatives of government, computer and communications equipment manufacturers, the banking industry and computer consulting organizations, among others. Interested parties will be welcome at the first meeting.

The committee will look at ways to protect data from theft and tampering, and at preventing transmission to the wrong destination. It will attempt to develop standards for data protection. Responsibility for the committee is expected to be handed over to the Canadian Standards Association. CONTACT: (613) 238-3222,

Lotus Canada Becoming A Full-Fledged Subsidiary

TORONTO (NB) — Colin Wyatt has conducted lots of interviews lately. The general manager of Lotus Development Canada Inc. is recruiting people to head three prongs of Lotus's Canadian marketing effort: liaison with major dealer channels such as ComputerLand; the distributors that serve smaller dealers; and contact with major corporate customers. Once these positions are filled, he told NEWSBYTES CANADA recently, "there will be a lot closer liaison with the channels for Canadian programs."

Wyatt's major focus since taking the job in August has been turning Lotus Canada from a branch office into a full-fledged subsidiary. That move, he says, recognizes the fact that Canada is a separate market, not just an extension of the U.S.

An example of that difference is slower acceptance here of Agenda, Lotus's new personal information manager. Wyatt said unaudited numbers indicate Agenda is catching on faster south of the border, although the reception has been fairly good in Canada too. In the U.S., he suggested, "some of the channel people may be a little more entrepreneurial." But once Canadians see a demonstration of Agenda, they get interested, Wyatt said. CONTACT: LOTUS DEVELOPMENT (416) 979-8000

London, Ont Tries Debit Card

LONDON, Ont. (NB) — About 70,000 customers of the Royal Bank of Canada here will be able to buy groceries, gasoline, cosmetics and medicine with their bank client cards starting October 3, with purchases charged to their bank accounts. Canada's largest bank has put point-of-sale (POS) equipment in 65 retail outlets. Royal Bank money-machine, or ATM, cards will then be usable at the stores, for 25 cents per withdrawal.

The four participating retailers are: The Becker Milk Co. Ltd., a convenience store operator; Big V Pharmacies Co. Ltd., a drugstore chain; Miracle Food Mart, a supermarket chain, and Texaco Canada Inc. The point-of-sale machines come from International Verifact Inc., a Toronto manufacturer.

David Moorcroft, a spokesman for the Royal Bank, said the trial will last one year. The bank hopes to have a permanent system by the early 1990s, but Moorcroft said the success of such a system would depend on co-operation among major banks. "Which merchant in his right mind would want five bank machines in his store?" he asked. Interac, the consortium of major Canadian banks and trust companies that manages nationwide sharing of ATMs, would be the logical vehicle for such sharing.

Moorcroft said the 25-cent charge reflects the bank's estimate of what charges would be for a nationwide, commercial system, not the costs of the London trial.

CD-ROM

Sanyo Banks On CD-ROM

TOKYO (NB) — CD-ROM is a very useful format for complex information, like technical documents or drawings with high resolution and easy retrieval. Editing, however, has become a problem because the work requires specialists. Sanyo has taken this problem seriously and put out an easy CD-ROM editing system, hoping to grow its 100 million yen (\$740,000) CD-ROM business twenty times over.

Sanyo will start taking orders for the new CD-ROM Viewer System in October. A editing system is based on the company's optical disk document file system SOF88. CD-ROM Viewer System reads image data rapidly with a 832 x 1512 dot high resolution monitor. The connection board provides compatibility to AX machines.

COMMODORE

Commodore Corners The Market In DRAM Chips

MAIDENHEAD, BERKSHIRE (NB) — Commodore has made the bold claim it now holds approximately 40 per cent of the world's independently-produced DRAM chips at a time when the worldwide shortage continues to bite.

According to Steve Franklin, managing director of Commodore UK, some manufacturers are making promises they can't keep when it comes to new computers. The reason? There simply aren't enough DRAM chips to go round.

"It concerns me that some of the so-called captains of our industry continue to launch new products and make promises without having the ability to deliver. This is harmful, not only for themselves, but also for the industry as a whole," he said.

NEWSBYTES UK has been doing its sums and calculates that if Commodore really has captured 40 per cent of the DRAM chip marketplace, the cost of the stockholding will range into the tens, if not hundreds, of millions of dollars (source is Dataquest). This sets us wondering how CBM has managed such a coup de gras, given its financial position (source: Commodore's latest financial results).

Nevertheless, if Commodore has managed to become the Nelson Bunker-Hunt of the DRAM world, there could be some lean times ahead for the likes of Atari and others. Watch this space.

Veni, Vidi, Amiga

LOS ANGELES (NB) — The Ami Expo Amiga conference was in Los Angeles October 7 and 8 with approximately 85 vendors in 110 booths. According to promoter Alexander Glos, "the Ami Expo is held three times a year in New York, Los Angeles and Chicago and," until Commodore produces its first World of Commodore, "it is the largest show of its kind." Still, Ami attracts only 10,000 or so visitors at two of its venues. New York attracts perhaps 12,000.

The shows could probably be even bigger. Amiga has sold approximately 600,000 units in just its first year. That the shows aren't any longer, and the numbers any better, may have more to do with Commodore's promotion of the product than with a lack of effort on the part of this show's promoters. It seems that Commodore has just 11 evaluation units in the field for reviewers and others who might influence the market. Not 11 hundred, 111! Apparently, Commodore is still struggling to recover from earlier financial setbacks and remains too dependent on cash flow to fully capitalize on the product line's attraction to a growing number of potential users. Nevertheless, there seemed to be at least one Amiga-specific publication on every aisle at Ami—including the first issue of a second on-disk magazine, AMnews (Subscriptions: (707) 887-9708).

Vendors at the Expo were naturally zealous about the hardware platform. However, what impressed us was the enthusiasm for the platform on the part of developers with products available across several platforms. Eighteen months ago Atari seemed to hold more potential for developers and Commodore seemed to be fading. Now the reverse may be true. Users are beginning to see the system as more than a toy. If Commodore can place itself in the position to exploit this with more promotion, it should be able to accelerate its intrusion in the areas of graphics, sound and, particularly, video applications.

DATABASE

Dbase IV Delays Again

TORRANCE, CA (NB) — Ashton-Tate has confirmed confirmed it won't meet the scheduled September 30 ship date for its dBase IV product. It was originally due out July 30. This failure, combined with Lotus' continual failings in getting out the new version of 1-2-3, is surely good news of a sort for Microsoft and Borland. But it could be even better news for Computer Associates Inc. The Wings of CAI have always held that software engineers and executives were overpaid and under-pushed. By picking up stragglers and wringing out costs, CAI has kept growing while the

higher-priced execs have flagged. If you're going to make all that money, guys, the least you can do is meet your deadlines. —Reported by Dana Blankenhorn

DESKTOP PUBLISHING & GRAPHICS

A Name By Any Other Rose

MILPITAS, Ca (NB) — The Complete PC is planning to offer several innovative products before the competition catches them. In the next week or so, Complete will ship its new combination communications board. It includes a 9600 bps fax with a built-in port that supports many common scanners. The software is expected to have direct scan support which will make it unnecessary to exit to initiate document input. An optional 2400 bps Hayes-compatible modem will add just \$99 and no extra space requirements to the \$699, single-slot unit.

For another product, it could be completely too late already. Since Complete PC introduced the first inexpensive graphics hand scanner, several rivals have entered the fray with alternatives. Most were roughly the same but for Matsushita's super-wide, full-page version in the equally whopping \$1000 range. The next step for Complete may just be a half-page scanning wand that offers a fifty percent improvement in scanning width at a nominal cost differential. The new wand also means exactly half the effort when pasting together an 8-1/2-inch page. It would seem like a perfect solution for the user with slightly larger clipping and occasional full-page scanning needs.

My sources expect the announcement to coincide approximately with Fall COMDEX. That's none too soon when one considers that a certain floral Taiwanese firm is already advertising a unit of similar width. Despite the late start, however, Complete is pinning its hopes on clever software that will eventually include OCR capabilities. In addition to superior graphics abilities, the gang in Milpitas claims that pasted pages of text will be aligned and matched automatically.

Autodesk Ships Autocad V.10

SAUSALITO, Ca. (NB) — Autodesk is shipping Release 10 of AutoCAD, its computer-aided design package which sells for \$3,000. The new version provides three dimensional viewing of designs, among other improvements. Release 10 runs on IBMs and compatibles. The program is considered the best-seller among CAD software for MS-DOS machines, with 170,000 copies having been shipped.

ATI Technologies Introduces 7200dpi Laser Printer

MILPITAS, CALIFORNIA, 1988 OCT 1 (NB) — ATI has introduced a new high speed printer controller which offers 60 page per minute output (similar to IBM mainframe printers) and 7200 DPI resolution, opening the way for publishing and pre-press operations by a PC.

The printer controller, which costs \$10,500, accepts data at 2 MB per second while images can be cleared within the controller's memory in about 20ms (contrast this with the slow one second it normally takes for average printers).

The high resolution, which functions as a result of printing multiple passes over the same general location on the paper, offers quality resolution.

Genoa To Offer HGA:

- Comdex *Exclusive*

SAN JOSE, CALIFORNIA (NB) — Genoa, the company that has been selling graphics adapters compatible to those offered by IBM since the days of CGA, has been secretly working on a high-resolution graphics adaptor which will offer 1024 x 768 with 256 colors, similar to the 8514 controller offered by IBM. NEWSBYTES has learned.

The difference is that the Genoa controller, which uses a specially designed chip, will offer more than a ten-fold performance improvement. The adapter, which currently is kept on hold, suffers from RAM chip scarcity. However, while NEWSBYTES visited the firm, we were told that RAM chips had arrived and the card should be

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In addition, the company finally explained out how one uses the popular 512 x 512 x 256 color mode of the normal VGA card. This specific mode could be used with BIOS but was extremely slow. Now, with the supplied information, consisting mainly of turning on and off some I/O ports, one can write fast graphics programs displaying high resolution in color.

Paradise Brings Fast VGA Cards To The Market

MOUNTAIN VIEW, CALIFORNIA (NB) — Paradise, one of the biggest players in the graphics adapter market and now a unit of Western Digital, announced a new card designed for the IBM AT and compatible systems. The 16 bit graphics card offers a 640 x 400 mode with 256 colors and executes commands faster than the previous 8 bit cards which need about 20 wait states to output data.

The rush to fill in the graphic voids created when IBM kept its VGA card prices high has prompted a prediction from International Data Corporation. The industry watchers see the VGA market growing from \$25 million to \$580 million by 1991. Paradise has shipped more than one million units while the market will need about 8.5 million graphic displays this year alone. VGA represents 28% of the total.

Silicon Graphics To Dish Out The Glamour

SAN FRANCISCO (NB) — Silicon Graphics is pinching no pennies when it comes to rolling out a day of product introductions. On October 4, Silicon Graphics will host events at the Fairmont Hotel, the Palace of Fine Arts, and the Exploratorium, engaging shuttle buses to take guests between the luncheon, main event, product showcase, and dinner and dancing. What's it all about? Scheduled for unveiling are a line of both high end and low end workstations based on Mips microprocessors which are expected, according to one analyst, to propel them to \$1 billion in sales next year. Stay tuned.

Macromind, Chicago, announced 3D-Works, an animation program based on its VideoWorks series for the Macintosh. The program will include a module compatible with Renderman, a 3-D program created by Pixar for the movie "Star Wars."

Zsoft, Marietta, GA, says it will integrate Compugraphic's Intellifont font-scaling technology into its graphics software products, including PC Paintbrush.

IBM Beefs Up 3D Capability

ARMONK, N.Y. (NB) — IBM will be buying IRIS Graphics Cards and licensing the IRIS Graphics Library from Silicon Graphics Inc. of Mountain View, Calif. The move by IBM is an attempt to get an early toehold in the use of three-dimensional graphics in the workstation market. The IRIS card is used in 3D workstations. A Silicon Graphics spokesman said the agreement with IBM is a "very important strategic transaction...to speed up the development and growth of the 3D market and to encourage software developers to produce 3D applications software."

Interface On Board

LOS ANGELES, Ca (NB) — ADC 88, the computer show for the aerospace and defense industries, was held here earlier this week and there were a couple of items of interest. (More, if you are turned on by computers designed to withstand direct hits by neutron bombs.) One was Showcase, an interactive drawing board that is bound to become a standard. Showcase has a two-by-three foot surface that works exactly like a digitizing tablet except that the high-resolution color images (up to 1K) which would normally be seen on a monitor are projected right through the table. So the draftsman or engineer makes changes to the drawing without ever making a hard copy.

Virtually all computers are supported: Suns, Apollos, PCs, Macs, whatever. I saw it demonstrated on a Mac II and all of the drafting tools were also displayed for selection by pointer. The artist,

working with a stylus, never took her eyes or hands from the work for a second. It's fast.

The one drawback is a high cost. Those who can easily afford it now are the professionals. They will gain enough productivity in a matter of months to justify buying one. The board costs about \$40,000 and the underlying technology is too expensive for the price to fall to a level where everyone will be using one in the near future. It is such an appealing interface, however, that a price breakthrough will be all it takes for the board to spread like eraser tailings.

GENERAL

The Fortress Europe That Is "Partner Europe"

BRUSSELS, BELGIUM (NB) — Europe of 1992, that is Europe without frontiers, has been called "Fortress Europe" by many newspapers and magazines and it is about time to set the record straight.

In 1992 the so called "Internal Market" comes into effect which will permit the economic, social and semipolitical integration of the twelve member states. This boils down to the fact that someone will be able to purchase a computer in another country without due concern for customs regulations upon his return.

The Internal Market will affect many business sectors including technology and computers. Amstrad will be able to sell computers to any country in Europe. One will be able to go to Frankfurt, buy a new IBM system, and return without customs control. All this will naturally mean that the nations of Europe will have to have similar VAT (value Added Tax - similar to sales tax in the US). Thus there would be no advantage as such, in going from country to country, to affect purchases, since the tax rates would be equal. An IBM AT-3 will cost the same in Brussels and in Luxembourg. Of course VAT will be charged irrespective of the store's location (buying across states in the US avoids paying sales tax).

Of course, since Europe will become such an open market, there has been the fear that since the market would be so big, why not close it and keep it internal? In other words, avoid outside competition. Set up such high tariffs that no formerly EC-made goods would be worth buying because they would be priced out of the market.

According to the EC, this will not be the case. The current EC import tariffs, which are only 4.8% for computer products, will remain the same or largely unaltered. Naturally, the VAT would have to be charged at the EC entrance point. Thus lay to rest all you hear about Europe's last glimpse or "that Corvette is one of the last you will see in Europe." Partner Europe will be here to stay.

Desktop Voting?

WALTHAM, Mass. (NB) — Nixdorf Computer Corp. has developed a computerized voting machine with a touchscreen, similar to banking terminals and point of sale terminals the company makes. The screen eliminates printed ballots, automatically tabulates votes, and provides for writings on the screen. Nixdorf says the ballots can be in any language. Nixdorf says the NEVOS system is "the first major improvement in voting booth technology since the 1890s" when Thomas Edison invented the first voting machine.

Pentagon Fights

Computer Exports To Eastern Bloc

WASHINGTON (NB) — The State Department and U.S. European allies are trying to relax high-tech trade restrictions to the Soviet Union, while the Pentagon is taking a hard line, according to a former Pentagon official. Stephen Bryen, recently in charge of the issue at the Pentagon, told a Heritage Foundation seminar that West Germany in particular wants to export powerful computer technology to the Soviets and Eastern Bloc nations. Such exports are governed by the Coordinating Committee for Multilateral Export Controls, or COCOM, which consists of the U.S., the NATO allies, and Japan. "If we give up on micro-electronics or computers, we've lost the ballgame because that's exactly what the Soviet military has got to have to move into the 1990s," Bryen said. Bryen accused the State Department as seeing COCOM restrictions as "trading stamps to be used

to improve diplomatic and political relations" between the superpowers. But Defense Secretary Frank Carlucci, he said, opposes any efforts to liberalize export controls "for the foreseeable future until we find out what the Russians are really going to do with their army."

Updated Shareware Bible

SAN FRANCISCO, CALIFORNIA (NB) — A supplement to the bible of shareware programs, PC SIG's "PC SIG Library," has been published. "Supplement to PC SIG Library" (\$8.95) adds more than 400 new shareware programs to the organization's library.

PC-SIG, one of the largest suppliers of shareware in the world, currently offers the wares of more than 100 different companies. While a disk full of shareware programs is offered by other distributors for as little as \$2, PC SIG charges \$6 and justifies the cost by offering technical support, the availability of titles on CD-ROM, and its polished product presentation.

The library of shareware currently has more than 1,120 diskettes in stock. As the supplement puts it, "Where can you learn about California divorce, plot star constellations, and keep a 'little black book'?" You guessed it.

Official Vaporlist Grows To 13, Led By Lotus 1-2-3

REDWOOD CITY, CALIFORNIA (NB) — According to Stewart Alsop's "PC Letter" there are now 13 "products" on the market which remain non-existent vaporware. The list of Vapor Pushers include some of the most respected names in computing, including Ashton-Tate, Lotus Development and IBM. The list includes an optical drive announced in July, 1985, IBM's OS/2 Standard Edition announced in April, 1987, Lotus' 1-2-3 Release 3, announced in April 87, 3Com's 3+ Open, announced in July 1987, Lotus' 1-2-3 Mac, announced in October 1987, Ashton-Tate's dBase IV, announced in February 1988, and AT&T's UNIX 4.0, announced in April 1988.

PC Joke Creation Program

BERKELEY, Ca. (NB) — Billed as serious software that helps users create jokes, Responsive Software of Berkeley is offering The Humor Processor, a \$49.95 program for PCs and compatibles. Need a cute one liner for the Elks Club luncheon? Are you a politician, minister, lecturer, camp counselor, teacher, disk jockey or sales person concerned about breaking the ice? This product may, then, be for you. The program isn't just a database of jokes. No — you create jokes based on certain formulas and brainstorm them for pairings. For instance there's the Exaggeration Formula, the Cliche Rewrite, Definitions, The Reversal Formula, etc. The program also comes with a user's manual which includes a chapter on how to tell a joke and a bibliography of over 100 books, newsletters, and organizations concerned with humor and joke writing.

You too can be funny with such jokes, created with The Humor Processor, as: Did you know that if you took out a man's intestines, and stretched them out into a straight line, that man would die? Or how about: The bank was so large, they had a special window just for holdups! You get the picture. CONTACT: Responsive Software, 415-843-1034

JAPAN

Phones To Translate Japanese And English Conversations

TOKYO (NB) — A British university and a Japanese firm have jointly started to develop a system that automatically translates conversations in English and Japanese on the phone into each other's languages. The University of Edinburgh and Advanced Telecommunications Research Institute International have begun research on an addition to Japan's national telephone networks that would monitor a spoken conversation on the display and immediately create a computer-generated interpretation for the callers.

Professor John Laver, director of the Center for Speech Technology Research at the University of Edinburgh, will supervise the project in the United

Kingdom. Laver's researchers at the university will be joined by Japanese personnel from ATR International. ATR is a quasi-public research and development firm with strong ties to the Japanese government.

Initial research will be done on the development of a database of English and Japanese sounds. The database-resident speech sounds, known as phonemes, can then be adapted to phonemes identified during an actual telephone conversation.

Report On Tokyo Datashow

TOKYO (NB) — A major computer exhibition DataShow was held in Harumi Exhibition site in Tokyo September 27-30. There were 143 exhibitors, up from 132 last year. Workstations, laptop personal computers, and 32-bit personal computers were featured.

NEC unveiled the upgraded version of Japanese-standard PC-9800 series: The 16-bit RX2 and RX4 attracted a huge crowd. The desktop machines adopt a no-wait 80286 CPU, which runs at 12MHz, and 640 Kilobytes of memory, with more capacity and higher data-processing speed than its predecessors. Alongside, NEC cut a small space for its 32-bit RA2 and RA5, priced as low as the 16-bit machines.

For the show, NEC exhibited a sample of its brand-new laptop personal computer. This Vapor Machine's CPU is a no-wait 80386SX running at 16 MHz. There is 1.6 Megabytes of memory, a 40 megabyte Hard Disk Drive (HDD), and a 15-gradation plasma display. The new laptop runs on Japanese OS/2 and MS-Windows/386. Shipping date, weight, and price were not revealed.

There were also many AX personal computers. The AX is an IBM PC/AT compatible with Japanese language features. Kyocera exhibited two sample models of its 32-bit AX personal computers. The desktop 386 AX MODEL A has a no-wait i80386 CPU which runs at 20MHz and 1 Megabyte of memory. The laptop 386-SX LAPTOP AX uses an i80386SX CPU at the speed of 16 MHz, 1 Megabyte of main memory, and a 16-gradation plasma display. The laptop machine weighs 8.0 kilograms (19.2 pounds) and is 325 mm width, 100 mm high, and 385 mm deep. Shipping date and price are unknown yet. Other AX exhibitors were Mitsubishi, Sanyo, Sharp, and Canon.

Sony unveiled the upgraded version of its NEWS workstation. The "pop NEWS" has a 25 MHz MC68030 with a data-processing speed of 3.9 MIPS (million instructions per second), running on UNIX with X-Windows. On the nearby floor, Sony exhibited a sample of its CD-ROM Multi-Media Systems. The CD-ROM XA audio format-oriented system, with two 68030 CPUs, performed music.

Nearby, Omron Tateishi Electronics occupied most of its floor with its Holonic Workstation "LUNA." The desktop engineering workstation with 20 MHz 68030 CPU processes data at 4 MIPS. The EWS works on its three UniOS operating systems, based on UNIX System V. LUNA will be shipped on October 17, at the basic price of \$50,000 yen or \$4,000. Meanwhile, Sord exhibited its office workstation SR-3300, which runs on UNIX and MS-DOS.

Toshiba's main attraction was the high-end model of its laptop J-3100 series: The J-3100 SGT worked on Japanese UX/386, which is based on UNIX System Ver.3.0, and Japanese MS-OS/2 Ver.1.0 which supports multitasking. Toshiba is currently developing Japanese MS-OS/2 Ver.1.1 which supports multi-tasking and multiple users.

Elsewhere, Fujitsu exhibited and performed a sample of its voice interpretation system, which translates Japanese voice input into English output on-screen or through a speaker. The system is based on Artificial Intelligence (AI) technology. IBM Japan featured its new P/2 Model 30/286, with its AT-style bus and 80286 CPU.

LOCAL AREA NETWORKS

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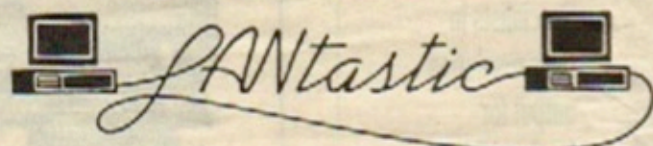
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working products that are capable of break-neck speeds in data transfer. The Ultra Network System enables supercomputers, near-supercomputers, and workstations to transfer up to one gigabit of data (one billion bits) per second (provided there are no other obstructions on the network freeway, so to speak). The speed claim was, however, tempered by this statement from the company, "While this (speed) is an important measure of network performance, the real measure of performance in any network is effective throughput; ie, how fast a user's application can pass data through the network." Network overhead and protocol translation eats into the available bandwidth and limits effective throughput or effective performance.

Nevertheless, the UltraNet system is the only network to substantially improve effective performance in a wide range of high speed host computers, including those from Cray, Convex, Alliant, Sun Microsystems, and Silicon Graphics. The cost is from \$8,000 to \$75,000 per node.

Novell, Provo, UT, bought 60% of INDISY SOFTWARE, Los Angeles, a mainframe software vendor strong in programs which transfer data through IBM mainframes running MVS, and to other systems. Also, a survey by COMPUTER INTELLIGENCE, La Jolla, CA, had 70% of those considering LANs planning to purchase Novell's Netware.

LAPTOPS

Zenith To Show Color Laptop

MUNICH, WEST GERMANY (NB) — According to the Germany's "PC Magazine," Zenith will demonstrate a new laptop which will have a 10" color screen, will be operated by a 286 microprocessor and will have EGA support.

In addition - and this is a first - the system will use 2" floppy drives with 1.2MB capacity. The laptop will be shown at a world premiere at the coming Hanover Fair trade show which NEWSBYTES Europe will cover.

Laptop Lite From NEC

NEW YORK (NB) — Picture this: A laptop that has the processor speed of an AT, 640K of RAM, full-size keyboard, built-in DOS Manager and Lap-Link software, a good screen, two megabytes of data storage, and weighs four pounds. Meet the NEC UltraLite. And that wasn't a typo. It weighs four pounds. NEC has unveiled the UltraLite, along with a 386 laptop, the ProSpeed 386, and a 286 ProSpeed, in an attempt to gain a bigger piece of the hot laptop market. NEC currently has about 10 percent of the market, compared to 27 percent for Toshiba and 22 percent for Zenith. Coming soon are major laptop announcements from Compaq and Apple.

The UltraLite, initially priced at \$2,999, should be a real boon to frequent travelers. It's everything the Tandy 102 is...and isn't. The only compromise is the two-megabyte hard disk, but for users of two-drive DOS laptops (including your bureau chief) that's no major compromise. NEC says the UltraLite will be available in December. If the machine has the quality that users of NEC monitors and printers have come to expect, it should be a winner.

Sharp To Release Laptop AX

TOKYO (NB) — Sharp will release its laptop 16-bit AX machines on December 15. The AX 286 L series will come with 10 MHz 80286 running an AX-oriented MS-DOS V3.21. The display will be a double supertwist LCD with backlit feature, capable of 8-gradation and black and white reversible display. AX 286 L-F, with two 3.5-inch FDDs, will be priced at 428,000 yen or \$3,200. AX 286 L-F, with a 30 megabyte HDD and a 3.5-inch FDD, will be priced at 598,000 yen or \$4,500.

Toshiba Rolls Out Paper-White LCD Screens

LONDON, UK (NB) — Toshiba UK has unveiled a new range of paper-white monitors. The incredible thing is, they're not CRT monitors, they're based around a much-enhanced version of the company's Super TN LCD screens.

The new display is called 'monochrome b/w

Super TN' and is initially available on OEM basis using CCFL (cold cathode fluorescent) backlighting. End user monitors using the new technology should be available early next year.

The screens combine laminated cell technology with a dual-layer LCD screen to produce what looks to be crystal-clear screens with a contrast ratio in excess of 12:1 - the same as conventional monochrome CRT units. The new LCD monitors will show to the public for the first time at ED-88 this week. ED-88 is being held at the Wembley Conference Centre on 4/6 October.

Compaq Laptop Watch

Canion told the press a Compaq laptop will be coming Real Soon Now, and promised new, unspecified, product announcements from the Compaq Ranch later this year. Compaq's market share in the portable market has been hurt recently by the lack of a laptop in its line. CONTACT: Bob Beach, COMPAQ, (713)370-0670

MACINTOSH

Apple And Renault

PARIS, FRANCE (NB) - Sources say Apple is in the process of signing a major contract with Renault (the French carmaker). This contract should be worth some US\$35 million and would involve at least 5,000 Macintosh IIs, all equipped with CD-ROM drives. Renault uses HyperCard on a CD-ROM disk to access more than 80,000 pages of technical information. Each of Renault's 20,000 auto dealerships is expected to receive one of the Mac IIs. Although the Renault system was originally designed for use with Owl International's Guide software for IBMs or compatibles, Renault has reportedly switched to HyperCard.

Data Encryption For The Mac

BRUSSELS, BELGIUM (NB) — Highware, the company started out of the ruins of Hightech, UNIX specialist, is introducing the first data encryption/decryption program for the Macintosh. The program, the first integrated security program for the Mac, offers automatic operation with either group or individual permissions.

Microsoft announced Microsoft Works 2.0 for the Macintosh. The new version includes facilities to check spelling, color support for the Macintosh II, a print preview mode and other features. The price stays at \$295 with registered users of the 1.X version able to upgrade for \$75.

New Mac II Only 15% Faster

SAN FRANCISCO (NB) — Apple Computer has introduced its most powerful computer to date, a Motorola 68882 and 68030-based Macintosh II called the IIX. The combination of processors running at a modest 16 MHz provide an additional 10 to 15% higher performance than the Macintosh II. While the performance isn't that significant, the machine's new disk drive is. Called a FDHD for Floppy High Density Drive, the drive is supposed to read and write MS-DOS, OS/2 and ProDOS files in conjunction with Macintosh programs stored from standard 400K and 800K disks, and those designed in A/UX, Apple's version of the Unix operating system. The drive can put up to 1.44 MB of data on a single 3.5" diskette.

The IIX, which comes with a standard 4 MB of RAM, 256K ROM, high resolution color, graphics, sound, and NuBus, has the SCSI interface which allows up to seven, high speed peripheral devices to be daisy-chained to the system. The cost is \$9,369 for a IIX with an 80 MB hard disk, and \$7,769 for a version without one. They are slated to ship in October.

Owners of Macintosh IIs can upgrade to IIX machines via a new logic board upgrade, disk drive upgrade, and new controller chip, all for an estimated \$3,300.

Meanwhile Apple also announced a 2 MB Macintosh SE with an internal 40 megabyte hard drive. The suggested price is \$5,069 and is available immediately.

The announcement was seen by some as an effort to upstage Steve Jobs, Apple founder, now of NeXT, whose 68030-based workstation, years in the making, will be unveiled October 12 in San

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Francisco. But NEWSBYTES has learned that virtually all the seats in the Davies Symphony Hall have been reserved by avid reporters and guests to the event.

Apple Macintoshes Going To The Russians

CUPERTINO, Ca. (NB) — Aided by new laws easing export restrictions, a new joint venture company will be selling Apple Macintoshes in the Soviet Union. The venture between AlphaGraphics of Tucson, Phargo Management and Consulting of Toronto, and a Soviet publishing company expects to do \$1 million in business this year selling Macintoshes to the U.S.S.R. Until now, Apple computers have not been too popular behind the Iron Curtain as the Soviet government has been standardizing with IBM compatibles over the years.

"Look&Feel" Judge Stays On

SAN JOSE, Ca. (NB) — Judge Robert Aguilar will not step down from the bench in the dispute between Hewlett Packard, Microsoft, and Apple, simply because his son works at Hewlett Packard. Aguilar has decided that Apple, which presented the complaint, had not presented any new evidence to convince him to step down. Apple, meanwhile, has not decided whether to appeal.

There was one bit of news in the "look and feel" dispute which has Apple suing the other parties over alleged copyright infringement of its Macintosh visual interface. Judge Aguilar said the first hearings could come as early as next month on a part of the case involving a licensing dispute between Microsoft and Apple. Previously Aguilar had said the case would not begin until August, 1989. If the case is moved up in time, it will be due in large part to the efforts of attorneys for both Microsoft and Hewlett Packard, who argued that the long delay in hearing the matter will result in financial hardship.

ELECTRONIC ARTS, San Mateo, Ca., is now shipping Studio/8, an advanced color graphic design program for the Macintosh II. The price is \$495.

NEUROCOMPUTING

Neuro-Computers: What's Really Next For The 1990s?

SAN DIEGO (NB) — "You can predict growth to some extent. There's a test: who's backing it." Robert Hecht-Nielsen is talking about neuro-computing, the business of his Hecht-Nielsen Neurocomputing Co. It could be the greatest thing since the invention of the chip, he told NEWSBYTES. In software, it involves defining regions of memory and running tons of data at them so the memory can spot trends and patterns. Neurocomputing is based on a primitive idea of how the brain's neurons and synapses work and concepts underlying the brain's design. The technique is already solving problems in grading credit applications, reading checks and grading bonds, where there's lots of data but no hard-and-fast rules. Vision systems are also in the offing.

In hardware, neuro-computing means designing new types of chips or packaging memory chips with co-processors for IBM PCs and Sun workstations. Hecht-Nielsen, who ran TRW's big neuro-computing lab before going into the business for himself 2 years ago, does a little of both. He says the big news is top colleges are now putting heavy dollars into neuro-computing. "The top brains in electrical engineering have jumped on the bandwagon. It looks like we won't run out of ideas — it's a gold mine and we're starting to mine it."

As with expert systems, artificial intelligence, 1-2-3 Release 3.0, and other trends which weren't, neuro-computing will have its share of phony hype-artists and detractors. Bell Labs, the military, and IBM are all active, and will seek to control the technology breakthroughs for themselves, or keep them from coming to market. Many suggest it's a market now, and Steve Job's Next computer will want to run at least some programs based on neuro-computing concepts.

"Savvy" Creators Say Japanese Winning High-Tech Race

ALBUQUERQUE, NM (NB) — Pat Patterson is

one unhappy fella. The executive vice president of Excalibur Technologies says his neuro-computing program, Savvy, was dismissed by American industry because it came from a small company. As a result, he and founder Jim Dowell were forced to develop their "software eye" in conjunction with Nikkei Information Systems of Japan.

Now it's done, in three versions for vision, text recognition, and signal recognition, running on Digital Equipment computers. Patterson told NEWSBYTES, "In 1984, when we first got into this, people just wouldn't open their minds to it. We would not explain our neural net model, our recognition strategy, so we were rejected out of hand. The people who didn't do that were from Japan. They asked for a product that did Kanji recognition. We did that, and they gave us another project — a Kanji programming language. That led us to build text retrieval. Then they wanted signal recognition for the factory floor." Nikkei now owns 2% of Excalibur, has options to buy 3% more, and holds an exclusive right to distribute Savvy in Japan for three years.

Since announcing his product at the Electronic Imaging Show in August, Patterson says, he's had 134 American companies ask to use it in real products. Only 18 will get licenses, he says, and Savvy applications should reach market early next year. "My advice to any American company is to wake up to this," he concludes. "There's never been a single great invention created in a company with more than 10 people. When small companies come to you, you need a policy that makes someone listen to those companies. That's what they have in Japan."

A footnote. Four years ago this writer reviewed a version of Savvy for a magazine. It was being sold as an artificial intelligence-based database program.

It's 1999; Do You Know Where Your Computer Is? ..

(NB) — The second thing I took note of was the interest that the aerospace industry has in parallel-processor technology. With the money that is thrown at the defense industry, these companies can afford leading-edge machines based simply on what delivers the performance. On the other hand, the rest of us may have to wait but high tech has a way of eventually filtering down to a mass market as it's adopted by an increasingly larger avant-garde.

Several different processor/memory-network topologies were represented: the bus, hypercube, crossbar and butterfly switch are major alternatives. Intel has been in the market with these computers for about eight or ten years. According to one of Intel's representatives, Ian Taylor, "It can be safely said that by the end of the 1990's everyone will be using parallel processors."

Toshiba's New Architecture For A Neurocomputer

TOKYO (NB) — Toshiba has won the distinction of developing a new architecture for a neurocomputer. The architecture combines the feature of a neural network and that of previous computers. The neural network functions like a human right-brain, and is good at intuition and association judgement. However, data-processing, profound logical processing, and dialogue-type control do not operate well on the neural network. Left-brain type computers are needed for logical thinking.

Toshiba's new architecture efficiently allots many tasks on multiple processors. Therefore, it is 100 per cent faster at finding answers.

OS/2-PS/2

Digital To Use LAN Manager

MAYNARD, Mass. (NB) — Digital Equipment Corp. has licensed Microsoft's new OS/2 LAN Manager, which allows personal computers running OS/2 to work in a network with full access to the OS/2 operating system. Digital will incorporate the product into its exceptionally popular VAX line of minicomputers, Microsoft President Jon Shirley told NEWSBYTES. "They are licensing it from us and will package it to sell with the VAX," Shirley said. The deal with Digital for OS/2 LAN Manager may be more significant than the more widely publicized 3-Plus-Open LAN Manager from 3Com Corp., which incorporates the

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which Digital will buy personal computers from Tandy and resell them under the Digital brand name. Digital will also service Tandy products owned by Digital customers. The deal should bolster Tandy's growing image as a main-line personal computer maker, not just a purveyor to the computer cultists. One reason Digital chose Tandy, according to officials at DEC, is that Tandy's retail-oriented marketing doesn't compete with Digital's corporate marketing sales force.

Digital also says it will support personal computer with the Micro Channel Architecture in Digital networks. But Digital officials stressed that they have no plans to market MCA-based computers, such as the Tandy 5000. Geoffrey Burr, a Digital group manager, told THE WALL STREET JOURNAL that Digital is interested in industry standards and "we don't consider Micro Channel an industry standard." Another vote of confidence for IBM, creator of the MCA.

Lotus Announces Another Delay On Lotus 1-2-3 Release 3.0

CAMBRIDGE, Mass. (NB) — Off again, this time to the second quarter of 1989. That's the word from Lotus Development Corp. on its long-delayed Release 3 of 1-2-3, the most popular spreadsheet for PCs. Frank King of Lotus claims the delay provides time for "fixing bugs and fine-tuning the product," basically the same line of spin control from Lotus that the company has used in the past to explain postponements. Most recently, Lotus pushed the product to the end of this year, and hinted at the time that maybe that was a bit optimistic.

The delay gives rivals such as Microsoft's Excel and Borland's Quattro a further opportunity to nibble away at the spreadsheet market where Lotus is dominant. To forestall that, Lotus has worked a deal with Funk Software to bundle Allways with all sales of 1-2-3. Always is a pretty-printing program that gives 1-2-3 to capability to print out attractive reports that is already available in Excel. Allways has a list price of \$149. Funk Software, also of Cambridge, is the originator of the Sideways program that allows users to print their spreadsheets in landscape mode. The Allways give-away is expected to last until Lotus finally rolls Release 3.0 out of the hangar.

In other news from Lotus, the company says it will ship Freelance Plus 3.0, an upgraded charting and drawing program for PCs, in December. The retail price is \$495.

Microsoft Ships New Excel

REDMOND, WASH. (NB) — Microsoft has announced that a new version of Excel, 2.1, will be available as of today. Users of Excel 2.0 will be offered what the company calls "aggressive" upgrade programs.

Excel 2.1 uses the latest MS Windows 2.1 shell which allows the user to access more than 45 extra kilobytes. In addition, support for AST Rampage and Intel Above boards and new documentation, as well as new printer support, wrap up the new version of Excel. Still recommended for 286 or faster systems, the upgrade will cost \$35.

"PC World" Gets New Editor

SAN FRANCISCO, CALIFORNIA (NB) — David Bunnell, the creator and editor of "PC World" and chairman of PCW Communications has resigned to take a post as director of corporate development for PCW's parent company, IDG Communications.

David Bunnell says in a prepared statement, "I am sad to leave day-to-day operations of a company that I am so proud of but I am delighted that IDG recognizes the desire of an entrepreneur like myself to start his own company."

In his new job, David Bunnell will be responsible for a new publication company, details of which are still unknown, but which speculation says may pertain to books on computer subjects "with a twist."

Giga 1200 DAT Tape Back-Up System Unveiled

LONDON, UK (NB) — Gigatape GmbH, the West German computer tape back-up specialist, has established a UK office to promote Giga 1200, the world's first Digital Audio Tape (DAT) tape back-

up system for PCs.

The Giga 1200 system stores up to 1,200Mb of data on a single DAT cassette. The cassettes, in case you haven't seen them in your local hi-fi store, are about half the size of a standard audio cassette. That's small!

The system works in a manner similar to video recorders and uses a helical scanning method to achieve a very fast data transfer rate of 192K/second using a linear tape speed of just 8.15 mm/second. Thanks to a speed-search facility, the Giga 1200 can locate any block of data on a DAT cassette within 20 seconds.

Currently, the tape sub-system is available in SCSI, WIC and Pertec interface formats in a standalone or rack-mount version. A 5.25 inch PC hard disk-style unit is under development. End-user pricing on the systems are not available, since the system is targeted at OEMs and major firms. NEWSBYTES UK expects the system to cost somewhere in the region of \$1,500 - incredible, considering the Giga 1200's possibilities.

IBM Shuffles PS/2 Execs

NEW YORK (NB) — IBM has moved Richard Gerstner from its Asian/Pacific group to head Big Blue's personal systems group. Although IBM professes pleasure with the pace of PS/2 sales, the shift of Gerstner is widely seen as evidence that IBM is unhappy that it is losing market share in the personal computer market. IBMologists had expected the personal systems top job to go to William Lowe, who has been in charge of IBM's personal computers. Wall Street analysts say Lowe is being punished for killing off the AT line of 80286 computers in favor of the PS/2 line and the proprietary Micro Channel Architecture. IBM's loss of market share began with that decision and Big Blue was forced to admit its error and introduce a new PS/2 machine that uses the AT bus.

STOCKMARKET

IBM, Armonk, N.Y., has reported strong profit and revenue increase for the third quarter, due mostly to the new mid-range Application System/400 computers and the upgrade to the venerable 3090 mainframes. IBM said revenue for the quarter rose to \$13.4 billion from \$12.7 billion in the third quarter of 1987. Profits were \$1.25 billion (\$2.10 a share), up from \$1.21 billion (\$2 per share). According to IBM, the AS-400 and the 3090 contributed to a 9.3 gain in sales, the major component of revenue.

Lotus, Ashton-Tate Good Takeover Candidates

NEW YORK (NB) — Fat with cash, low on debt, and taking a pasting on Wall Street because of delays in delivering new products, Ashton-Tate and Lotus Development Corp. are both good candidates for either a leveraged buy-out by insiders or a hostile takeover by outsiders, according to a Wall Street analyst. "They both have a huge amount of cash and no debt to speak of," Bahar Gidwani, who follows software companies for Kidder, Peabody & Co., told NEWSBYTES in an interview. "They would be reasonable for a leveraged buy-out if the stock prices stay low. You might even see a hostile takeover, although I wouldn't recommend anyone getting into this business who doesn't already know a lot about it." According to Securities and Exchange Commission filings, Lotus was sitting on \$165 million in cash as of last April, along with \$64 million in receivables, and less than \$30 million in notes payable and long-term debt. Lotus had \$396 million in sales in 1987. Ashton-Tate had \$116 million in cash and \$63 million in receivables and no debt, and 1988 sales of \$267 million.

TELECOMMUNICATION & FAX

Fax Switch Pitch

PHOENIX, Az (NB) — I've recently mentioned a couple of devices which allow a single telephone line to serve multiple devices with the functionality of dedicated lines. They are variously known as fax or modem switches. High Tech Resources has several models from which to choose. At the low end, a \$100 model simply prevents other calls from stepping in on line while a transmission is in progress. Another model at about \$300 detects



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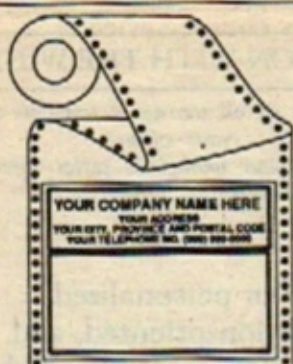
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transmission types (from their electronic handshaking frequencies) and switches incoming calls to fax or modem accordingly.

The model I tested, also approximately \$300, is my favorite and works with either a fax or modem. High Tech's The Switch, model F/M/A, will work in one of several configurations but the most adaptable is in conjunction with the ubiquitous answering machine. It can detect an incoming fax (modem) call either from the calling fax machine's (modem's) automatic tone, or from a tone entered from a standard telephone by the operator. In either case, it automatically switches to a fax (modem) set for auto answer. It does this even when an answering machine answers first by generating its own ring on the fax machine's line. The only thing that the user generally needs to change is the outgoing message on the answering machine. The message should include instructions for an operator to press either Star or Pound (selectable) to switch to the fax. That makes it possible to leave a voice message and fax during the same call. As a result, The Switch is the most versatile system available and the least likely to frustrate callers. To a business, that should be the primary concern—even above getting the messages.

Cellular Phones To Double By 1992 -- NBI

TORONTO (NB) -- Use of cellular telephones in Canada will more than double by 1992, according to market researchers Northern Business Information Inc. The firm says more than 440,000 subscribers will spend about C\$450 million on cellular service in 1992, and another C\$250 million for equipment. By 1992 the average retail price of a cellular phone will fall to about C\$1,400 from the present C\$2,000, NBI says.

Cellular surely is becoming more of a consumer technology. For evidence, consider a direct-mail piece NEWSBYTES CANADA received last week from Bell Cellular, a regional service provider covering Ontario and Quebec. Bell Cellular is offering six months' free cellular service if we subscribe before November 30. And numbers are provided to reply to the offer by phone or by fax.

Bell To Do Videotex Trial

MONTREAL (NB) -- Bell Canada can start a two-year videotex trial here on December 5, provided it can set up comprehensive cost-accounting procedures. That's the verdict from the Canadian Radio-television and Telecommunications Commission (CRTC), the federal regulator whose approval is needed for the Alex project. In its decision, the CRTC asked Bell to find a way of tracking and forecasting all costs and revenues associated with the trial, including development costs, and ensuring that rates for other services aren't affected. The regulators say they want to make sure the cost of basic phone service doesn't suffer. The CRTC also forbade the telephone company from offering an electronic yellow pages service. Bell may offer an electronic directory, but the commission concluded the electronic yellow pages would violate provisions of the Bell Canada Act that require Bell to act solely as a common carrier.

Bell Canada spokesperson Ruth Foster said the cost accounting required is "very comprehensive," and goes beyond anything Bell has had to do before. The company is assessing its ability to do what the CRTC wants, and has promised the regulators an answer by October 17, she said. What makes the situation particularly tough for Bell is that the company is still enmeshed in a strike. With a number of managers out on emergency work assignments -- answering directory assistance lines and so on -- dealing with the CRTC requirements could be difficult. So could setting up the Alex system, if the strike continues long enough.

The trial would involve 20,000 Bell subscribers in the Montreal area. If all goes well, Bell hopes to bring Alex to Toronto in 1990.

Hughes Aircraft, Fullerton, CA, opened a videotex system for its employees giving them access to over 20,000 pages of text in company procedure manuals. It also features online ordering, job postings, company news, and electronic mail.

AT&T Getting Into Electronic

Payment Network Business

BASKING RIDGE, NJ (NB) -- It's called AT&T EDI (Electronic Data Interchange). AT&T says it amounts to a system which will pass invoices, purchase orders, and other business forms around the same way AT&T Mail passes around ordinary messages. Except with AT&T EDI, these forms will be legal payment instruments, like the pulse from your money machine to your bank's computer. The centerpiece of all this is the EDI Network Interface Vendor Approval Program, under which AT&T will provide software third party software makers can add to their programs which store and forward messages on its network. Vendors that play the EDI game AT&T's way will then be put on an approved vendor list. Estimated user cost of sending about 135 bills and payments a month with the AT&T offering is 17-18 cents per transaction.

The move puts AT&T head-to-head with an EDI transmission business now dominated by firms like McDonnell-Douglas' Tymnet, GE's Geisco, and Control Data's Redi-Net. Cost, security, and error-correction will be the key questions all such systems must answer to be successful. AT&T EDI will be generally available next June. CONTACT: Daisy Otman, AT&T, 201-221-6227

MSA, IBM Tie Their Electronic Payment Software Together

ATLANTA (NB) -- Management Science America signed a deal to connect its EDI (Electronic Data Interchange) software program, Expert EDI, with IBM's Information Network. (They also have connection agreements with GE's Geisco and Control Data's Redi-Net.) The two companies will also participate in marketing MSA's software and IBM's service. Expert EDI translates between the different formats used by companies to pass invoices and payments securely, with errors corrected.

EDI is becoming increasingly important as companies, and some whole industries, replace paper-based invoices and checks with wire transfers. Gary Clark of GE Information Services told "The Wall Street Journal" 40-50% of GEISCO payments and collections will be electronic by 1990. The federal government and major utility companies like Georgia Power are also converting to EDI, because it saves money. The question, of course, is which EDI format to use, and which EDI network to transmit the data over. The key issues which will decide this business war: security and error-correction.

An MSA spokeswoman emphasized the fact that the IBM deal is non-exclusive. The company could join AT&T's Vendor Approval Program and remain in Big Blue's good graces.

Fax/E-Mail Transfers Becoming Commonplace

WASHINGTON (NB) -- MCI has joined the rush to give users of electronic mail systems access to fax machines. Early in October the company published a detailed list of international fax prices on its MCI Mail service. They're based on half-pages, which the company defined as 28 lines. "It's pretty standard pricing," said Jane Levine of MCI International. "I think 28 lines is the length of the average electronic message sent. You don't have to print out a message and take it to a fax machine to reach the one additional person you want to reach."

DASNet, Campbell, CA, which provides transfers between various online mail systems including The Source, MCI Mail, and TWICS in Japan, and Dialcom, a division of British Telecom, has also jumped into this new market with both feet. Dialcom's press materials said it "enables users to send messages to as many as 500 addresses in a predefined distribution list." Another way to say the same thing is they want to handle your future mailing lists.

David Ris of Dialcom says that, instead of pricing for fax by half-page, they're pricing per kilo-character. But since about 1,000 characters can fit on a half-page, their prices are pretty competitive with MCI Mail's. The real key to Dialcom's strategy, however, is delivering mail, not just holding it. And not just to fax machines, to any large computer, Ris told NEWSBYTES. "We're doing direct delivery into reporters' internal systems, including Atex composing systems. Olympic reporters sent stories to us as messages here in Rockville, and we'd send them to their Atex ma-

chines. It took 3-4 minutes from the time the reporter hit the send button to delivery. We had quite a few newspapers doing that."

Nintendo To Create Family Computer Network

TOKYO (NB) -- Nintendo will release a dedicated communication terminal for its family computer next spring. Major securities companies have noticed that Nintendo has sold over 12 million of its family computers in Japan and those machines could be used to enroll investors into home-trading systems. Such systems would let people trading stocks and bonds from their houses. The Famicom terminal will be priced about 25,000 yen or \$185, which is 4,000-10,000 yen (\$30-\$74) less than the mainframe communication option alone.

A market battle is brewing with competing control systems coming out from Nintendo with Nomura Securities' group on the one hand, and software vendor Microcore with Daiwa, Nikko & Yamaichi Securities' group on the other. Recently, Nippon Kangyo Kakumaru Securities said it will use Nomura's communication system.

Nintendo of America, Redmond, WA, has started research on spreading this kind of communication network in U.S.

Crosstalk's Creator Leaves

ROSWELL, GA (NB) -- Another industry pioneer has given up on the corporate culture. This time it's Les Freed, creator of the Crosstalk communications program, and president of its publisher, Microstuf. Freed sold Microstuf to DCA in 1987, and in April DCA executive Chuck Rudolph joined Freed in managing the subsidiary, now called Crosstalk Communications. September 23, Freed decided, "It was time to go so I went," he told NEWSBYTES, adding he believes Rudolph is a capable guy who can handle the DCA bureaucracy. (Other sources told NEWSBYTES Rudolph's main charge will be re-organizing product development.) As to Freed's future, he plans to visit Miami for a niece's wedding, and take it easy at least until year-end. "But I will be at Comdex," he adds. "If I can find a room."

Dow-Jones To Offer English-Language Searching

PRINCETON, NJ (NB) -- Dow-Jones News Retrieval will soon have real-live English language searching capability. Using The Connection Machine, a database engine from Thinking Machines Corp., Cambridge, MA, users will be able to ask questions like "What did Reagan and Gorbachev discuss the last time they met?" and get real answers. Searches can be refined as users choose relevant articles from a list of "hits" provided by The Connection Machine, with second searches done based on the algorithmic values of chosen articles.

NEWSBYTES talked to Dow-Jones executive vice president William Dunn, who said that The Connection Machine will go online for all Dow-Jones News-Retrieval subscribers late in the fourth quarter, around Christmas. Access to it will be through a standard (for Dow-Jones) // command. "We wanted to call it Business Machine, but that would have made the command //bm, and that sounds like bowel movement," Dunn jokes.

The "product" offers shopping, reading, and games played in front of the same kind of computer you use at work, namely an IBM or PC clone. The physical package needed to bring a PC owner online looks like a box 10 1/4 inch floppies might come in. Inside are two disks (one if your floppies are 3 1/2 inches), two spiral-bound manuals and a welcoming brochure. As an option, you can buy a 1200 baud Hayes modem which plugs into a wall socket. On a quick online tour, NEWSBYTES found two sets of shopping floors with 20-50 live merchants behind each one. On the information side there's equal breadth but questionable depth - there were only 5 wire stories from Georgia under the general news categories, for instance.

Now, the bad news. Prodigy pre-screens everything which goes onto its bulletin board. The software sends every new user through a series of sign-up menus, ending with a 4-screen disclaimer giving Prodigy the right to use for its own purposes any information about you (transaction records, for instance) they might collect through serving you. It sure feels like Big Brother is watching, but maybe America's Mall-Walkers prefer it that way.

The Prodigy world is one of painted screens, menus, and 10-15 seconds spent waiting between each screen on an IBM PC XT.

If you have CGA graphics, you'll just get black-and-white, so EGA graphics are a minimum for PC owners. And it works much better with a mouse, or at least a trackball.

But to really judge the value of Prodigy, find the most computerphobic PC owner you know, and put them in front of Prodigy for an hour. If the friend stays seated for that hour and comes up smiling, IBM and Sears may have a winner. CONTACT: Brian Ek, PRODIGY, 914-993-8843

New Name for PC-Canada

TORONTO (NB) -- Subscribers to PCCanada, one of the largest electronic bulletin board systems in Canada, are seeing a new banner when they log on. The board is now called The Torus Information Network, a division of PC-Canada Systems Inc. There have been some other changes, too: the board recently shifted to new software (RBBS-PC 16.1A in a Tapestry II environment), and Bob Eyer has taken over the job of sysop from PC-

Canada President Doug Peel. PC-Canada is also a personal computer dealer. For those who are interested, PC-Canada is an authorized NEWSBYTES republisher, so you can read us there too! CONTACT: (416) 751-3221

Canada Remote Expands

TORONTO (NB) -- Canada Remote Systems is expanding its bulletin board system to 53 computers. Six new systems and six new phone lines were scheduled to be added in September, in line with CRS's stated goal to ensure that customers never wait more than 10 minutes for a connection. After logging its first 1,000-caller day in April, CRS saw traffic drop off a bit during the summer, but the BBS's latest member newsletter says calls are now up to 1,200-1,300 a day.

Canada Remote has also installed a voice-synthesis system on its technical support line to expand service to 24 hours a day, seven days a week. Human operators are still on the line during normal hours, with voice-synthesized help the rest of the time. CONTACT: CANADA REMOTE SYSTEMS (416) 231-2383

Sears, IBM Support New Prodigy Online Service

Prodigy: \$50 down, \$10/month, Prodigy Systems, White Plains, NY 10601 Online service available in Atlanta, Hartford, San Jose, and other selected cities. National roll-out due in 1989.

This may become a great home shopping service. It will certainly go down in history for its efforts to make IBM PCs user-friendly. At \$10/month, supported by advertising and transaction charges, Prodigy is a bargain you should really look into, especially if you have an IBM PC AT and a mouse. If you do, you'll find here all the color and ease-of-use the designers of this service wanted you to have.

But I don't guarantee you'll like it. My view is biased because I use, and like, ASCII-based information systems like The Source. I like to type, and can scan with some comprehension at 1200 baud. Prodigy was not designed for me.

Prodigy is designed around thousands of painted screens, each with a menu of choices for further

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action, each with not much more than 100 words, and each with art loaded from your copy of the Prodigy software besides. Trouble is, each of these pictures take 10-15 seconds to paint on the screen, and the best ways to navigate the system, typing pathwords and jumpwords, require knowledge to learn.

Since Prodigy is "for the rest of us", and not the computer elite, I gave it the ultimate test. I grabbed a friend who hates computers after going online, handed him the keyboard, and left the room for 15 minutes. He was still there (he usually leaves) when I returned, but he was lost on a screen with two menus and a prompt asking him to type a "jumpword."

Some of my own problems with the system could be corrected. Give us a command which would download complete columns, in ASCII, so we don't just get, say, 100-word snippets from the likes of Jules Germond, Robert Novak, and Stewart Alsop, but their entire columns. (If you want to take your time downloading and show ads in the meantime, you might even get away with it.) Adding Gannett as a partner and moving editorial to "USA Today" is the suggestion here which might make the most sense to Prodigy's owners. With those additions, and clarification on the privacy rules I've been told Prodigy has (its legal boilerplate to the contrary), this system might just have a chance.

But what do you think? We'd like to know. Fax them, if you want, to 404-378-0794.

Prodigy Aims At On-line Success

PASADENA, Ca (NB) -- Prodigy was expanded this week to several new cities including some in the southland. The generous folks from soon-to-be big yellow were at Cal Tech for the monthly meeting of the local IBM User Group. Free six-month memberships, including software, were lying everywhere like flypaper ready to trap anyone who stumbled in from the street. If you didn't have a modem, a genuine Hayes was provided for about the price of something from off shore. Talk about buying market share. The spokesman said they would have tens of thousands of subscribers this year and hundreds of thousands within two. The goal is millions. (Jeff Goldblum beware!)

A pipe dream? Don't forget that everything costs a flat ten bucks a month and then look at some of the features. First of all, the interface for this system is partly contained in the local software: you get graphics, fast response, powerful editing, and more. This is the modern network interface to which the competition will have to respond. It will have a wide appeal among ordinary people who wouldn't go within miles of what you're using right now.

You get the good services that you expect: Easy SABRE, Dow Jones with a fifteen-minute delay, UPI, etc. You also get individual portfolio management (not yet implemented), direct e-mail access to experts (Stewart Alsop on computers for example), shopping services galore, and anything else they can think of as fast as they can think of it. In two markets, it's already possible to order groceries which are picked, packed and delivered for under ten dollars an order extra. Can you imagine being able to get back the one or two hours it now takes to shop—for so little? When you add up the hours, it's like getting a second vacation every year. And, if you buy enough groceries, the charges could disappear altogether. Plus, gone are the temptations to buy impulse items that aren't on your list—a major strategy of grocers to increase your food bill.

Still, I remain unconvinced that the Prodigy team has solved all pieces of this marketing puzzle. To me, Sear's customer service is practically an oxymoron and the Prodigy software, as good as it is in many respects, seemed to reinforce that this may be a weak area for Prodigy as well. To my dismay, the program supports only COM1 and COM2. As a result, I am forced to sacrifice either EGA resolution or 2400 bps speed even with three different system configurations. Nowadays, I'm surprised when I find shareware that doesn't support up to COM4; let's get with it Prodigy.

Call-Net Gets Lines Back Pending Appeal

OTTAWA (NB) — The Federal Cabinet has told Bell Canada to re-connect the phone lines of Call-

Net Communications Ltd. of Toronto. Call-Net is appealing to the Federal Court of Appeal a decision by the Canadian Radio-television and Telecommunications Commission (CRTC) that said its enhanced long-distance telephone service violates regulations on resale of long-distance services. Bell disconnected the lines in early September after being given the go-ahead to do so by the CRTC.

UNIX

Fujitsu Sided With AT&T

TOKYO (NB) -- According to documents uncovered during recent talks about the future of Unix, it was revealed that Fujitsu took sides with AT&T as early as May, 1988. The news broke during recent negotiations between the Open Software Foundation and AT&T regarding the future of Unix. A key AT&T document relevant to the discussion was found bearing the signature of Mr. Yamamoto, president of Fujitsu, dating back to May of this year.

Fujitsu explained its involvement with AT&T occurred for three reasons: its Unix version is already licensed from AT&T through Amdahl, its workstation supply comes from Sun Microsystems, a key ally of AT&T, and its belief that the AT&T version will prevail in the marketplace.

Meanwhile, the two sides are showing signs of reaching a settlement of the dispute, according to insiders, despite public statements by both firms that they are still far apart philosophically. The dispute is also starting to affect Japanese firms -- Hitachi and Fujitsu have taken positions on opposite sides of the fence.

Hitachi Joins OSF

TOKYO (NB) -- Hitachi has announced its enrollment in the Open Software Foundation (OSF), marking the first time a Japanese company has joined the organization dedicated to establishment of a rival Unix standard to AT&T's. Hitachi has appointed its managing director, Takeo Miura, as a governor of OSF and has announced that it will support the organization for three years to the tune of \$4.5 million dollars (US) per year.

Meanwhile, just five days after the announcement, on October IBM, a founding father of the Open Software Foundation, showed some indication that it hopes to bury the hatchet with AT&T. Observers speculate that Hitachi's entry into OSF has stimulated IBM to begin talks with AT&T, since the giant Japanese electronics firm may lead other Japanese firms into OSF.

For its part, Hitachi wants to strengthen its overseas marketing and the standardization of UNIX will be helpful for this goal.

Intergraph's New Products

HUNTSVILLE, Ala. (NB) -- Much news from Intergraph Corp., the company that makes publishing systems and engineering and graphics workstations. The company has signed an agreement to distribute WordPerfect 4.2 on Intergraph's Unix-based workstations and serves, and on VAX-based data processing systems. WordPerfect says it will have a Unix version out by the end of the year. Intergraph users will be able to use WordPerfect as a dedicated word processor, and as a front-end to Intergraph's workstation-based publishing product, DP/Publisher.

On the DP/Publisher front, Intergraph previewed its latest releases of the software at the Seybold Desktop Seminars in Santa Clara. Among them are foreign language versions for the program, which runs on Intergraph CLIPPER workstations. The program is now available in French, German, Italian, Spanish, and Swedish, including all the correct accent marks and the like.

Also at the Seybold conference, Intergraph's Optronics division, of Chelmsford, Mass., showed off the Colorsetter 2000, a high-resolution, PostScript-driven image setter. It should be available in the middle of next year. "We've made output of color separations as routine as outputting to a printer," says Dave Wick, Optronics director of marketing. The machine is designed to write color PostScript files in two minutes, producing half-tone screens up to 240 lines per inch.



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What's NeXT?

Jobs' NeXT Gets First Public Viewing

SAN FRANCISCO (NB) — In what may go down as the most publicized computer unveiling in history, Steve Jobs has shown the workstation he claims is a model for the 1990s. The three-years-in-the-making black cube with attached keyboard and monitor drew mixed reviews from the crowd of 3,000.

The machine, shown at the Louise Davies Symphony Hall in San Francisco, will not be shipped until the second quarter of 1990, but Jobs, a co-founder of Apple Computer, chose to unveil it anyway; speculation had it that the event was staged to impress investors, many of whom were invited, whose cash would be useful in getting the product out the door.

Aimed at the college market, the NeXT Computer System's basic hardware configuration includes a one-foot cube that houses on a single board all the computer's functions and has two custom VLSI chips. Of special interest is the ICP or Integrated Channel Processor chip which provides 12 dedicated channels for Ethernet networking or for disks, monitors, printers, or other peripherals. It replaces several hundred chips performing similar functions in mainframes.

Other basics of the system include 8 megabytes of RAM, a 256 megabyte erasable optical disk, and the 17-inch extremely high resolution display, all for \$6,500. A 400 dots per inch PostScript laser printer is reasonably priced at \$2,000. The main processor is a 25 megahertz Motorola 68030, accompanied by a 68882 floating point unit. Also onboard is a 10 million instructions per second digital signal processor for real-time sound and array processing, an innovation never before found in a computer this size.

Options include 4 megabyte RAM expansion modules, 660 and 330 megabyte Winchester drives made by Maxtor of San Jose, Ca., an Ethernet kit, blank optical disks, and printer toner cartridges.

The machine is bundled with several software programs on optical disk, including Mach, a multi-tasking operating system compatible with 4.3BSD UNIX, NeXTStep, a software environment with a graphic interface, among other tools, a library of reference materials including Webster's Dictionary, WriteNow, Mathematica, and other programs.

While the set up sounds impressive, observers had mixed reactions. They ranged from Fred Abatemarco, editor of Personal Computing magazine's comment, "Jobs has his piece of the mountain again. He's saying to Sculley, 'I'm back, and I've got a mainframe on two chips,'" to a developer who told NEWSBYTES, "It's another Lisa," referring to the dead-end machine Jobs championed at his days at Apple Computer.

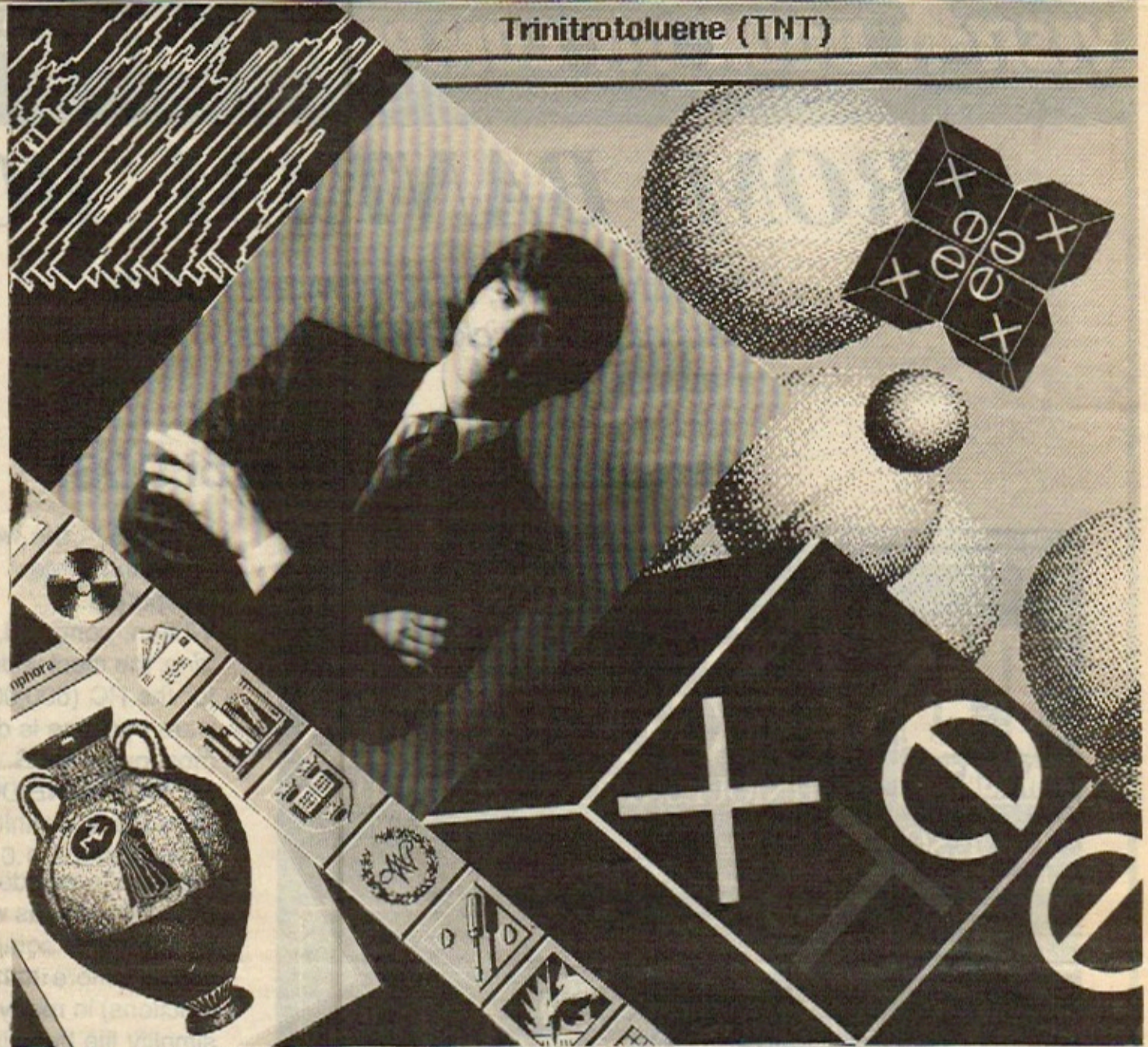
The NeXT Step: Getting Developers Interested

SAN FRANCISCO (NB) — If there was one overwhelming criticism of the NeXT computer, it's that it doesn't have a disk drive. The issue is particularly bothersome for developers, who wonder, if they do create software for the black box, how it will be sold. Blank optical disk media costs \$50 alone, and programs must otherwise reach the workstation via its Ethernet port.

This concern surfaced in a day-long session the next day for over 700 developers who otherwise appeared convinced that they should write for the new machine. The NeXTStep operating environment got rave reviews from programmers who say it could knock six months off development time. But real facts about the machine were hard to find, according to NEWSBYTES sources. The bottom line is that the NeXT system is still a prototype, and the operating system is only dubbed version 0.8.

The Canon Optical Drive

SAN FRANCISCO (NB) — NeXT, Inc. has set a milestone in the field of storage, creating both the first machine to have an optical drive as its primary storage medium and the first company to commit itself to the infant field of erasable optical drives. The drive is built by Canon USA of Lake Success, New York. Each disk can store 256 million bytes of information, written by laser beam onto the disk



as many times as a user wants. Jobs took the chance on this still unproven technology because of its tremendous data storage capacity, according to those at the developer's conference.

No other computer maker has committed itself to use of an erasable optical drive for its next machines, although several firms are expecting others to do so shortly. Companies which have invested heavily in perfecting the medium include Sony and Maxtor.

This is the second part Canon is supplying to the NeXT workstation; the firm is also providing the engine, the Canon SX, to operate the 400 dots per inch laser printer NeXT will sell.

Display PostScript: Next Is The First To Use It

SAN FRANCISCO (NB) — Adobe Systems is celebrating its first contract to license Display PostScript to a computer manufacturer. NeXT has decided to make use of the imaging model, which allows the image on screen to correspond to the text and graphics printed on a PostScript printer, on the NeXT Computer system. It is also the first time that PostScript software will direct both the workstation screen and the attached printer. Thirteen standard PostScript fonts are bundled with each NeXT computer and 300 others are available via the Adobe Type Library.

Bill Gates Wonders — Why All The Next Fuss?

REDMOND, Wa. (NB) — One outspoken critic of all the hoopla surrounding the new NeXT computer is Bill Gates, chairman of Microsoft Corporation. Gates was quoted as saying in an interview, "What's novel about it? Is it as much of an advance as the Mac was with its graphics interface? Is it marketed to a broad enough part of the market?" Maybe not, but the comments are prompting some to take a hard look at why Gates

might be speaking out now. First, there's the issue of competition — Jobs' machine is trying to promote a new standard interface, NeXTStep, that flies in the face of Microsoft's Presentation Manager as well as its Macintosh products. Secondly, there is the no-small-matter of a deal NeXT has struck with IBM — IBM has licensed NeXTStep to be the front end of its coming microcomputers, which is in direct competition to IBM's commitment to Presentation Manager. Says Stewart Alsop, industry pundit, of the dispute, "So what could threaten Microsoft? The arrival of a new standard he (Gates) doesn't control."

Meanwhile, Jon Shirley, interviewed by NEWSBYTES' Ken Maize, said, "In our opinion Steve has done a nice packaging job, with a lot of existing technologies. There is no specific thing about that machine that is revolutionary. You've got to sell enough machines to get people to create software. That's not going to happen (with NeXT). The market is too small."

Basic Black *Opinion*

SAN FRANCISCO (NB) — Ready to funnel your computing through a black box? I can remember a few years ago when Kaypro went to COMDEX with a new '286 machine. It was one of the early compatibles and pretty hot at the time. It was also black. (Actually it was a dark grey very popular on sports cars that year.) As we stood and watched this hot new machine, the comment most often heard was not how sporty but how dismal, even depressing, the color was. People came right out and called it ugly. I don't know if that machine ever actually reached the market place; the next time I saw it, it was a standard putty.

The experience leads me to ponder where NeXT will be placing the machines it announced last week — when they are finally shipped. Processing capabilities aside, I can't see them going into offices unless they change the color from black. No kidding. Whatever its success, I can't believe

it will reach its full potential if the color isn't changed. For Jobs and company to have picked such an unlikely color for the already strangely shaped cubic machine almost makes me wonder if the market research on NeXT is really there. Unless, that is, they only intend to sell them to number-crunching nerds working in lab-equipment-cluttered basements. I doubt that many academics really fit that description.

IBM And Next

ARMONK, N.Y. (NB) — International Business Machines Corp. has licensed the look and feel of Steve Jobs' Next workstation. Big Blue says it plans to use the software for a graphic, object-oriented, color user interface for workstations running IBM's AIX version of Unix. In order to acquire the Next look, IBM has licensed NeXTStep from Jobs' Next Inc., Display PostScript from Adobe Systems, and Objective-C from Stepstone Inc. IBM's vote of confidence should be a boost for Next, which has won wide praise, and a few grumbles, for the long-awaited machine aimed at the higher education market.

Pittsburgh Next?

PITTSBURGH (NB) — Carnegie Mellon University, which owns one percent of Next Inc., has invited Steve Jobs to locate the Next research and development center in Pittsburgh. "We have offered Next space at CMU and talked about bringing a group of researchers here who would be closer to the Software Engineering Institute and CMU's computer science department," said Thomas Neudecker of Carnegie Mellon. The university has worked with Next over the past two years, helping develop the computer's speech capabilities and producing the Unix-based Mach operating system. Mach research began at CMU as part of a Defense Advanced Research Projects Agency program. CMU has invested \$658,000 in Next.

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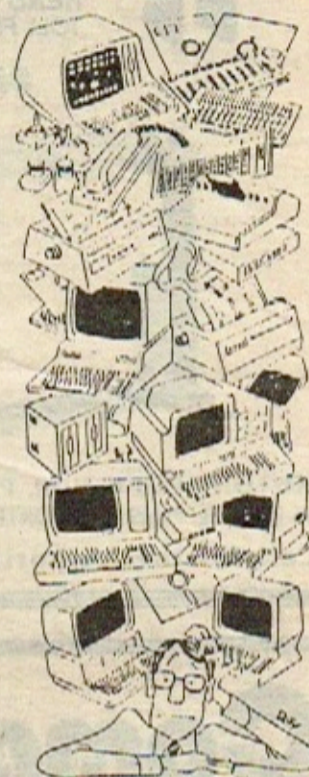
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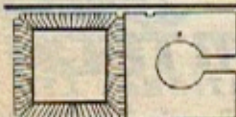
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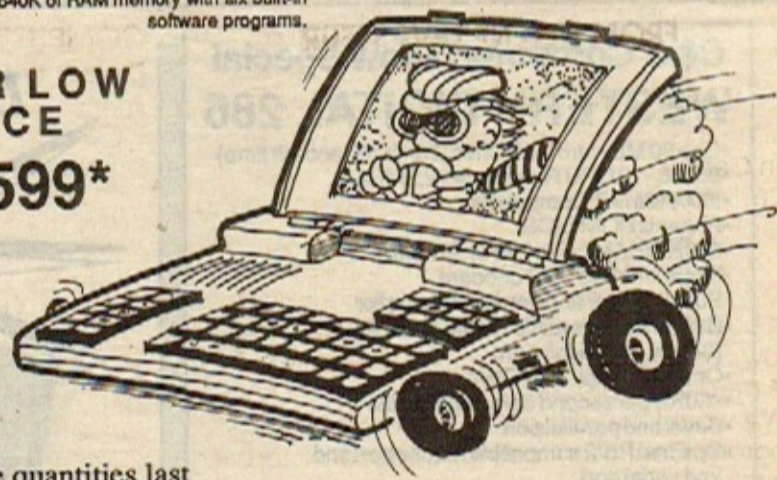
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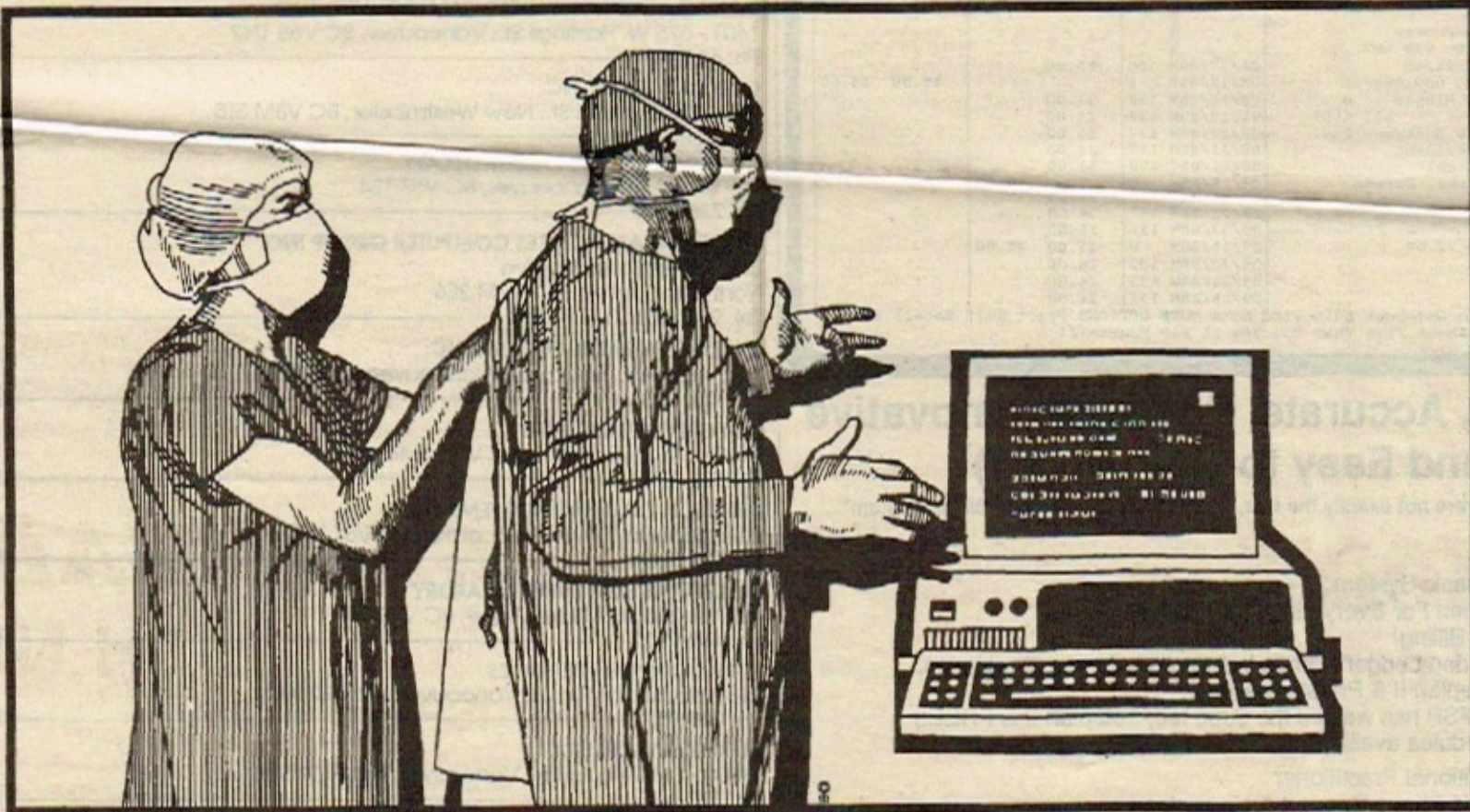


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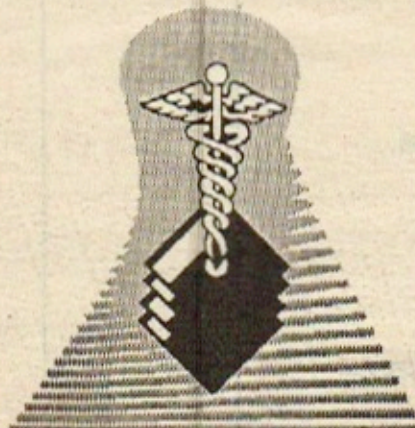
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The Multilog solution will be particularly attractive to the smaller and/or isolated medical offices, which require reliability, simplicity and ease of use. A standard voice BC TEL line is the only requirement for operation of the terminal. Another benefit of the Multilog option is to provide geographically remote practitioners with a media that is not dependent on "dial access points" to be set up by the MSP (a dial access point will provide discounted long distance charges, but only if there are at least 6 users in the concerned area.) Multilog clients will be able to use toll free 800 numbers for communication with the service bureau.

Using the system will allow physicians to perform patient billing and claim submission, as well as to communicate with each other through M.E.M.O.S. (Multilog Electronic Mail Office System), to exchange professional and confidential information using protected mailboxes, or transfer patient

MEDICAL NEWS CONTINUES ON PAGE 27

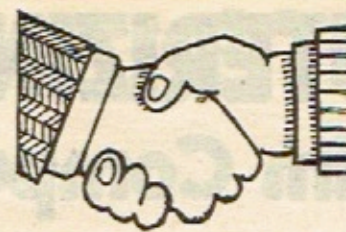


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Last Name	Wise	Dr. TMA Doctor	mm	dd	yy	code	insfee	inspay	patfee	patpay
First Name	Michael	J								
Case number	83-001									
Address 1	#300-3665 Kingsway									
Address 2										
City	Vancouver									
Prov. Post	B.C. V5R 5W2									
Birthdate	06/24/60	06/17/88M	130				15.00			
MSP Number	100 000 009-00	06/17/85P	-1						65.00	65.00
Visits LEFT	4 Missed : 0	06/18/85M	137				11.00			
Home / Work	- 433-6597	06/19/85M	137				11.00			
Employer	MJW Software Ltd.	06/20/85M	137				11.00			
Occupation	President	06/21/85M	137				11.00			
Doctor	Bright	06/21/85C-100	137				11.00			
Referral	Marks, Doreen	07/15/85M	0				10.00			
Insurance	Insurance Private	09/02/88M	137				14.00			
		09/03/88M	137				14.00			
Current	72.00	09/15/88M	0				-15.00	31.00		
30 days		09/23/88M	133				24.00			
60 days		09/24/88M	133				24.00			
90 days		09/25/88M	133				24.00			

Add Browse Charge Datebook Edit Find Make NOTE OPTIONS Pract Quit Recall Select
[F1]=HELP, it's About Time That You Saw It For Yourself!

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		711

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PS Regent M.O.A. Sampler allows the practitioner to do their own data entry, but to use the service bureau for electronic transmission of billing data to MSP. You

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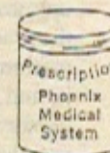
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TELEPLAN2 NEWS CONTINUED

records and files using the same system.

Independent professional associations will also be able to acquire Multilog Videotex systems for their own use, to process both end-user and data transmission to MSP levels of applications.

The Videotex protocol, a standard in Europe with more than 5 million users in the United Kingdom, Switzerland and France, is now available in North America.

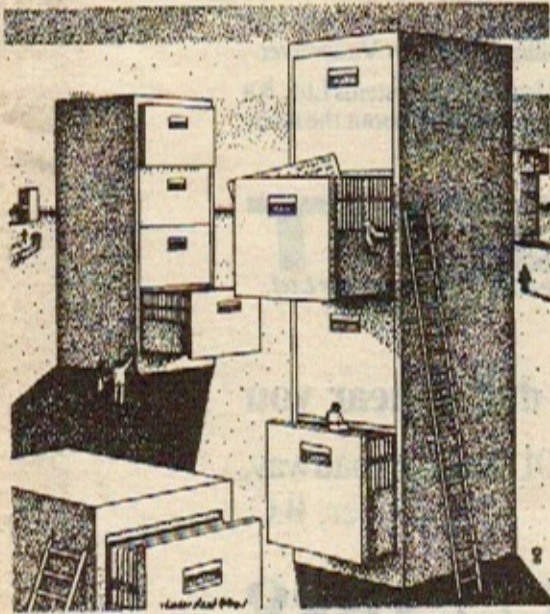
The Multilog Videotex system is also currently being evaluated as a teaching and administrative tool in British Columbia and Alberta schools and colleges, as well as in several Federal and Provincial Government departments in Canada.

MedTech Bought by Subsidiary of \$400 Million Dollar Company.

ExtraCare Corporation, a national healthcare management company, has acquired MedTech Computer Systems Ltd., Western Canada's leading developer of medical office automation and medical billing systems.

ExtraCare Corporation is an affiliate of VenTech Healthcare Corporation Inc., a Toronto-based manufacturer, distributor and retailer of medical supplies and health care products, with operating divisions throughout Canada and the U.S. Combined revenues of VenTech and the Foster businesses are currently in excess of C\$400 million. VenTech serves the British Columbia medical community through its wholly owned subsidiary Baker Healthcare Products Ltd.

For further information on MedTech products contact: MedTech Computer Systems Ltd., 201, 1663 - West 7th Avenue, Vancouver, British Columbia (604) 731-1123.



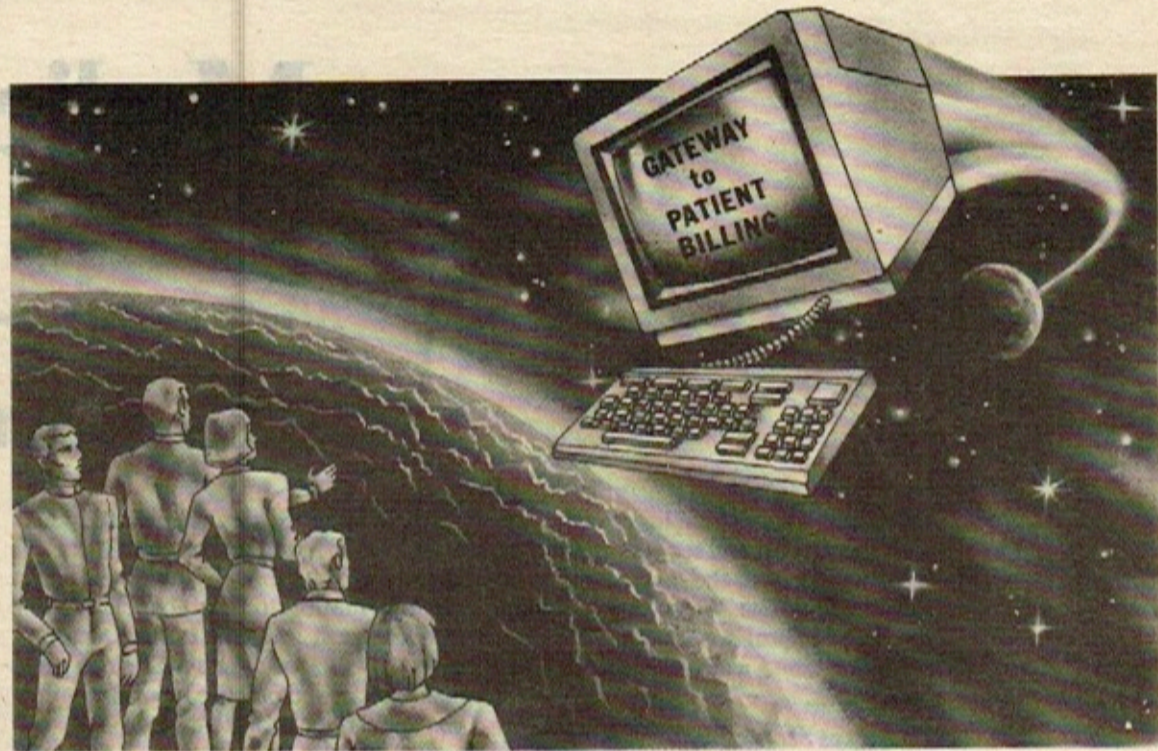
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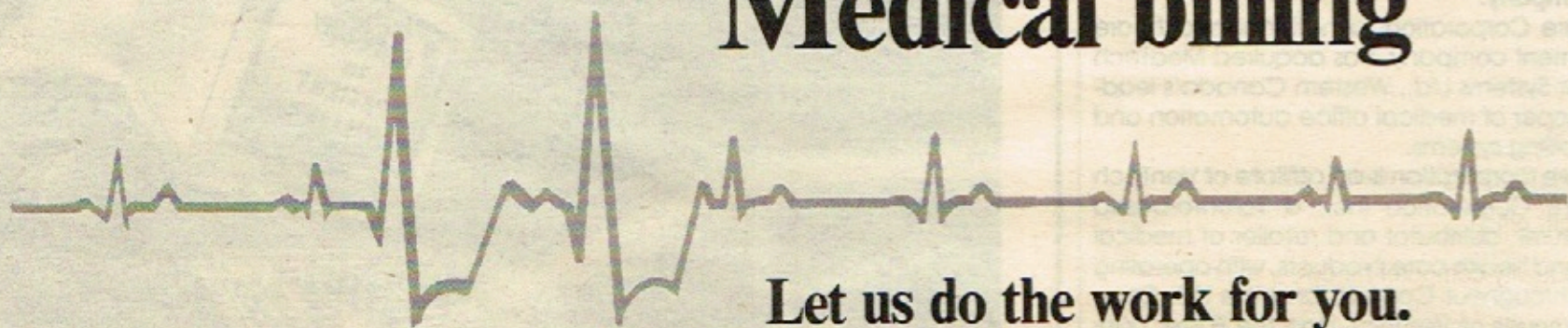
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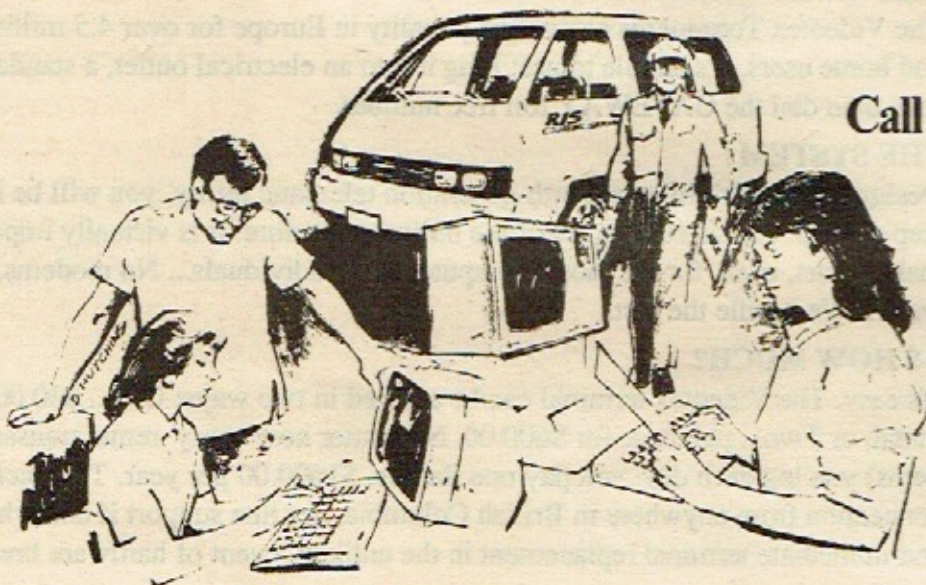
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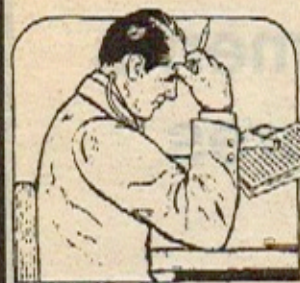
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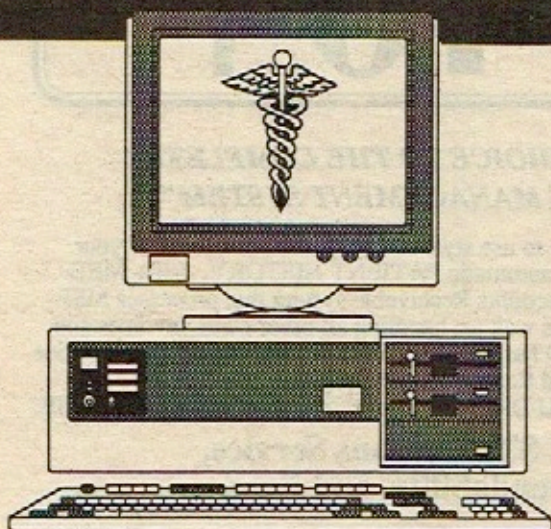
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MS Word 4.0 —A First Entry into Desktop Publishing

by Nelson Ruest

Introduction

One of the most important features of any Desktop Publishing system is a strong Word Processor. The role of a word processor in DTP is to clean up and pre-format documents as much as possible before entry into a Page Layout program. The more these procedures can be automated, the more time you save when creating a product for publication.

MS Word 4.0

This is Microsoft Word 4.0's strength. With powerful Macro capabilities, the ability to Search and Replace special characters and character formats, Canadian or American Dictionaries, Style Sheets for pre-formatting & Glossary functions, this word processor proves most effective as an efficient pre-formatting tool.

Text Entry Problems

Most word processing users today tend to transfer typewriting habits directly into word processing. They use the space bar to line up columns, insert several TAB characters to bring a piece of text to a given point on a page, press the return key twice after every paragraph to set double spaces between paragraphs, etc... While these are not necessarily 'bad' habits, each of these effects can be performed much more efficiently by the word processor. This can usually be performed with fewer keystrokes thus creating cleaner text files containing fewer characters.

For example, using the space bar to line up columns of information works perfectly well when using a Monospaced Typeface (every character takes the same horizontal space) such as are available on Daisy Wheel printers (Courier), but columns become out of alignment as soon as you try to use a Proportional Typeface (characters have variable horizontal widths) such as Times Roman or Helvetica which are available on Laser printers. When using a proportional typeface, the program be it Page Layout or Word Processor, automatically assigns a variable size to the space character. Since users don't know what this size will be, it becomes impossible to line up columns with spaces. The proper method to use in this case is TABs.

TABs are also a concern. On a typewriter, we cannot set tab values beyond the default (usually .5 inch). We must insert several characters to bring a piece of text to a given point on a page. With a word processor, we assign a specific value to the TAB along with an alignment (Left, Right, Centre or Decimal).

Again, on a typewriter, we cannot set double spaces after every paragraph automatically. The only way to achieve this is by pressing the carriage return key twice. In a word processor, the space increment between paragraphs can be set to just about any value we wish, thus an extra [return] character is never needed.

Unfortunately, these new habits are often not picked up by typists. As a DTP consultant, I see every type of keyboard entry and I spend a lot of time using word processors to prepare text for DTP entry. This used to be a nightmare before Microsoft released Word 4.0. Word to the rescue

MS Word's strongest feature in regards to DTP has always been its ability to see and Search & Replace special characters. These include spaces, TABs, paragraph markers, line breaks, non-breaking spaces, and general *whitespace. Because of this feature, I spent many hours translating word processor files from programs like Multimate, Word Perfect and WordStar to MS Word through the filters provided with Page Layout programs (both Ventura and PageMaker can translate files to MS Word). And before Word 4.0, I would spend several hours cleaning up text through a routine of Search & Replace procedures. With Word 4.0, I was able to continue using this feature even more effectively by writing Macros which perform an entire text cleanup routine through a two-key command. Preparing a text file for a 12-page newsletter used to take me 5 hours. Now I can perform the same tasks by touching two keys and the whole process is complete in 1.5 hours!

MS Word is also the only program which does not import 'garbage' into Page Layout programs. Most other word processors, most notably MultiMate, bring in formatting information such as font changes along with your text. These codes must then be deleted manually through the Page Layout program. This can prove very time-consuming, especially when you're faced with immediate deadlines. Translating to MS Word and using its Macro and character format Search & Replace features will solve this problem in a matter of moments. For example, these features would allow you to replace anything set in italics to bold or vice-versa.

Style sheets

Both major Page Layout programs now include Style Sheets. These sheets capture formatting information such as typeface, text size, leading, orientation, and paragraph spacing. Style Sheets are

files which are separate from the actual publication thus allowing you to quickly format related publications similarly with a minimum of work. They also allow for quick document re-formatting should customers change their mind on any format item.

Once style sheet formats are designed, text files can easily be pre-formatted for entry to the Page Layout program. For PageMaker, style are entered as: '<style name>' before each paragraph. For Ventura Publisher, the format is: '@style name = '. The best way to enter these style names is to use the Glossary feature of the word processor. Type in the full style name and copy it to a key character (example: <bullet> could be copied to 'B') and insert it wherever necessary. This pre-formatting will save considerable time at the Page Layout stage.

Conclusion

MS Word boasts several other features which make it one of the most powerful word processors in today's market. For example, it has its own style sheets which are compatible with PageMaker; it has a very useful Thesaurus and powerful Canadian and American dictionaries; it can format in columns and include graphics in documents for its own version of DTP; it includes very powerful mailmerging features; and it is the easiest word processor to use with PostScript Laser Printers (each typeface is immediately accessible in any size).

Whether it be as a tool for DTP entry or as a word processor alone, MS Word is certainly the professional's choice.

For interested readers, an excellent article on MS Word and DTP use can be found in Personal Publishing, August 1988 on page 31. Though this article is designed for use of Word with Ventura Publisher, the same techniques apply to PageMaker with minor changes.

MS Word is available through local dealers for \$599, and comes with two sets of diskettes, covering 5.25 and 3.5 inch formats. Dictionaries are available in U.K., American and French formats but should be pre-ordered.

Nelson Ruest is a Training Consultant with ONCOURSE Learning Centres. He can be reached at 669-9800 for more information.

Word Tips

Getting Ready for PageMaker

Most of us are never sure how to create certain typesetting characters such as em dashes (long dashes), true open and close quote marks, and bullets. Fortunately, Aldus has incorporated a special typesetting filter in PageMaker. This filter is applied whenever text is imported into PageMaker.

Em dashes are produced by simply typing two Hyphens in succession. These are changed by PageMaker's filter to an em dash. True quotes are also automatically produced by PageMaker. At the text entry point, you simply have to use the quote character located on the keyboard.

Bullets must be entered while in PageMaker.

Getting Ready for Ventura Publisher

Unfortunately, Ventura Publisher's makers did not include the same feature into their program. True typesetting characters can be used, but these must be inserted either while in VP or through the use of special characters at the text entry level. MS Word's Search & Replace feature coupled with its Macro-making capability does a truly wonderful job of this.

Simply enter all text characters as for PageMaker (using keyboard quote character, two hyphens for em dash, etc...) and once text is ready for final layout run the following macro (to record the macro, press shift-F3 before beginning):

Replace — (hyphen hyphen) with <197> (em dash code for VP);
Replace " with space<169> (open quotes);
Replace ^p with ^p<169> (paragraph marker followed by quote);
Replace " with <170> (only quotes left are close quotes);
Replace space' with space' (open single quote);
Finally, Replace ^p with ^p; end macro.
Save to [ctrl] T (for typesetting preparation)

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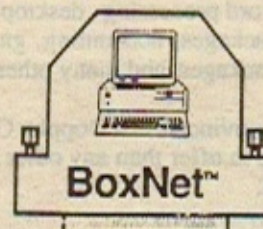
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Mr. Chalk encourages corporate customers to compare Doppler before buying elsewhere. "Many businesses tend to deal with one supplier without really looking at others. I think most companies will be surprised at how much they can save at Doppler, not to mention the better service."

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David Chalk is convinced that Doppler Computer Centre has more to offer than any other software store in the area.

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To make it easy for beginners or experts to find the software program they need, Doppler has in-store computer systems called Software Info Service. It allows shoppers to review and compare information about three thousand different software packages. The computerized information service lets customers find the type of program they need by product type, name or manufacturer. A special knowledge of computers is not needed to operate this display.

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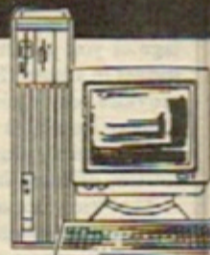
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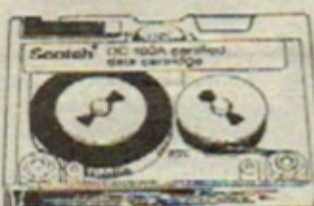
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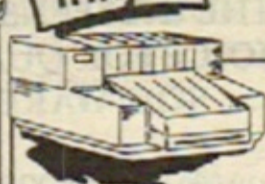
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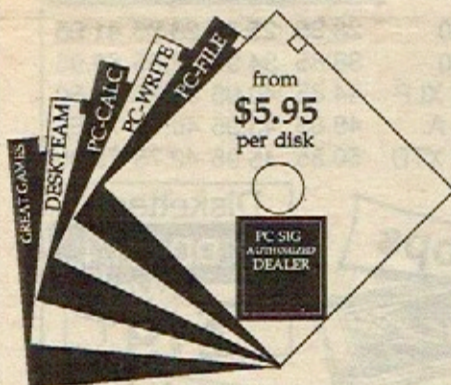
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WordPerfect 5.0

The latest version of WordPerfect, 5.0, adds some new features, improves some old ones, and still has a few things that users find confusing or frustrating. One the whole I like the package and have chosen it as my standard Word Processor. It is very powerful and features such as mail merge, math, multi columns and macros can make complex documents easy to produce. The new features such as graphics, style sheets and easily changed fonts add some desk-top publishing power.

WHAT'S NEW

Graphics:

WordPerfect 5.0 now allows you to incorporate graphics into your documents. WordPerfect Corp. provides several graphics with the package, including arrows, "the Thinker", and a number of pictures. You can also pull in graphics from packages such as LOTUS 1-2-3, Harvard Graphics and scan or paint programs. With the supplied "GRAB" command you can take a "picture" of any screen in any program and use it in WordPerfect.

Once you have your graphic in place you can change the size, position and direction to suit your needs. You can specify the type and position of the caption as well as what the bounding box, if any looks like.

Styles:

You can easily create your own style to help with faster formatting of documents. For example a "Letterhead" style would set margins, font, and enter the date for printing on your letterhead. Or a "Heading" style might change the font, bold and double-underline a heading. The style can be called with a few keystrokes, and makes consistency easier to maintain.

Set Up:

Changing the default settings is now very simple with the set up key. You can specify where special files for spelling, macros, printing and styles are kept. You can also specify default tab settings, margins, display colours and the units of measure. With the units of measure option you can now specify inches, centimetres or the old WordPerfect 4.2 format of characters and lines.

WHAT'S IMPROVED (or at least different)

Printing:

WordPerfect 5.0 makes it easy to take advantage of your printer's features (such as font cartridges in a laser). Printer selection is simpler and provides easy options to tell WordPerfect what fonts or cartridges are available to your printer. Your currently displayed printer is also shown (instead of being designated by a number).

The "View Document" option on the print menu allow you to see what the document will look like before you print it - including fonts and graphics - a very handy feature.

Fonts:

Using different fonts, bolding, italics, underlining and double underlining and having different size characters is now fairly easy. My only complaint is that you have to experiment to find out what "small" or "large" or "very large" mean to your printer.

Macros:

You can now edit macros!!! You can also attach a short description to each one, and store them all in a separate sub-directory. A great improvement - but editing is still not straightforward and has some limitations.

Menus:

The format menus (line, page, and document) are now combined into one. You choose which kind of formatting you want and then get to additional menus. An improvement to using menus is the addition of letters - for most menus you can either type the number of the option or the first letter. Some things, like setting up a header, take several steps, and the menus occasionally seem endless - but they are easy to follow.

Reveal Codes:

You can now edit what viewing the hidden codes, which is very helpful. They have also made

many of the codes easier to understand. My pet peeve - if you are at a new format setting and change it, both the new and old codes remain - making for a very cluttered area!

THINGS I LIKE

Spelling and Thesaurus:

Both the spell and thesaurus options have large dictionaries and are easy to use.

Double Document: You can view and work in two documents at one time, switching easily back and forth. Also with the two window option you can display a format line showing your current tab and margin settings.

Columns: You can set up either newspaper style or side by side columns. You can have them all the same size, or set your own widths. Columns can now continue over several pages and are easy to change.

Help: The help function gives quick reference about all of the keys, what they do and how to perform the functions and what options are available.

Sorting: You can sort all or part of a document by line, paragraph or merge record. This is a very useful feature and makes handling lists of information much easier.

PROBLEMS

Reveal Codes: Beginners (and many experienced users) find these hard to understand and frustrating. They take a bit of effort to master, but it is an effort well spent. If you understand reveal codes, and consistently delete codes you don't need, then you will have fewer formatting problems.

Graphics: Graphics do not appear on the screen, only when printed or in the View option from the print menu. Positioning them exactly where you want them can be tricky.

SOME TIPS AND TRICKS

If you have an enhanced keyboard (with 12 function keys) then F11 is "reveal codes" (same as ALT-F3) and F12 is the "block" key (same as ALT-F4).

If your speller and/or thesaurus doesn't work rename the file "WP(WP)UK.LEX" to "WP(WP)EN.LEX" and the file "WP(WP)UK.THS" to "WP(WP)EN.THS".

Move your macros, spell program, print programs and style files to separate directories. Then use the Setup function to tell WordPerfect where to find them. This will automatically store all future macros together and makes finding files easier. Make sure your documents are stored in a different directory than the WordPerfect program files. This reduces the chance of accidentally deleting or changing a key program file.

Macros and styles can save a lot of time, if you first invest some time in mastering them and setting them up to suit your needs. It is time well spent and will make both mundane and complicated tasks a breeze.

SUMMARY

WordPerfect 5.0 is easy to customize to suit your needs. Basic functions such as bolding, underlining, centering, setting tabs and margins, etc. are straightforward. Some of the advanced features require more time to master, but are well worth it. The new features add flexibility and ease to creating high quality documents. It performs all the functions I expect from a Word Processor with the graphics as an extra.

WordPerfect 5.0 has a suggested retail price of \$595 and is distributed in Canada by J.B. Marketing.

Christine Daniels is the branch manager for Professional Training Associates, a Vancouver firm specializing in computer training for corporations. 681-5903

Is WordPerfect Perfect?

Is WordPerfect Mac-Like?

I will admit that, when I took on reviewing this program I had a few misgivings since it had migrated from the dreaded MS-DOS world, and my experience is all Mac-related. My fears were, however, quickly allayed, once I had settled in to begin work with it. WordPerfect has menus galore, including pop-out menus with a wealth of options to point and click at, making working with this powerful program easier for a newcomer. The screen-refresh, on the other hand, is most un-Mac-like, in that it is quirky and jumpy, reminding me of a power supply about to depart for another planet. The wordwrap also has the unnerving tendency to run off the right hand side of the screen, resulting in those ends of the lines being unreadable when viewing the left hand side.

The scroll bars behave in very un-Mac-like ways also, perhaps justified in some ways by WP's facility (for those with numeric keypads and better) to move cursor and screen around via the keyboard, a much quicker, if initially a little more difficult to remember, way of navigating your documents. A unique (to my MacExperience) feature is the status bar at the bottom of the screen which lets you know continually what page and line you are on as well as presenting for easy mouse clicking the Plain Text, Bold, Underline, Italic, Outline, Shadow, Superscript and Subscript options.

Handy Features

As I worked my way through several chapters of the *Learning* tutorial, I found a long list of features that made using WordPerfect pleasant and productive. The program is *document oriented*, which means that you set paragraph, line, and text formats *as you go* in a manner that is easy and fun to use. You also set tabs as you go, affecting all text following the cursor. Measurements can be set in cm, inches, or points.

Another advantage is that you can turn single or multi-column screen and printout views on and off allowing several variations on the same page. WordPerfect also has a useful File Management function that allows you to print, copy, rename, and delete files as well as create new folders and search for key words in files without leaving the application, all from a dialogue box that looks similar to the standard Mac *Open* dialogue box.

The *Show/Hide Codes* function opens a window to a coded view of your document so you can see exactly how each instruction affects your document and from which you can perform editing functions. With it you can, for example, easily insert text before and after coded items without accidentally contaminating your new text with unwanted formats from previously existing text. There is also a simple outliner included and a function that automatically centres your text vertically on the page for printing purposes, great for short letters and notices.

Painless Backups

Wordperfect takes backing up very seriously, providing two automatic methods for ensuring that you do not lose hours of work due to power failure, program or system crashes, or due to making changes to a document that you then decide was better in the original version. These are called *Timed* and *Original File*. In the *Timed* method, WordPerfect saves your active document to a temporary file at user selected timed intervals. Each document has its own backup file. These files stay on the disk during machine or power problems,

but are deleted when you exit properly. *Original File*, as its name suggests saves a *backup* copy of your original file which stays on your disk, even when you exit properly from WordPerfect.

The *Date and Time* feature inserts the current date and time into your document. You can also insert a date/time function code that updates whenever you open, retrieve, or print a document. This is obviously useful for mail-merge and also is a shortcut for inserting Date/Time into headers or footers. The most exciting part, however, is that this function is fully and easily customizable to Canadian Dating as well as allowing you to select month only, day only, numeric dating, date including 12 or 24 hour time, you name it.

More Great Features

WordPerfect will also combine documents automatically, bypassing the clipboard and can import graphics, as well as move and resize them.

The *Help* function has a unique feature of great value to newcomers, in that it has an *execute* button on its dialogue box that allows you to perform some changes to selected text directly from there. WordPerfect's Macro ability looks truly exciting; with it you can create style sheets, custom stationery, as well as reassign command key operations. It will record a series of mouse and keyboard actions as well as allowing you to write Macros yourself.

I found the dictionary quick and easy to use with good suggestions for *typo* and phonetic possibilities (it quickly found the answer to my riddle *Mundy Peethon*, by suggesting *Monte Python*). The Thesaurus works through hierarchies of words, allowing you to narrow your search down to the precise word you need.

Given the limitations of time and space, I can't even begin to explore all the exciting possibilities that WordPerfect has to offer. In summary: If WordPerfect Corporation would only see fit to (a) Polish up the screen refresh, scroll bars, and word wrap screensizing; fix the full screen function so that it will function with J-Clock (right now the top line of text is partly obscured by this useful DA); Enlarge its ruler options include metric measurements and picas; I would be more than ready to part with my cash and my copy of Microsoft Word, which in comparison to WordPerfect is difficult and awkward to learn and use. Certainly, in terms of intuitiveness and number of features WordPerfect lives up to its name.

WordPerfect for the Macintosh has a suggested retail price of \$569 and is distributed in Canada by J.B. Marketing

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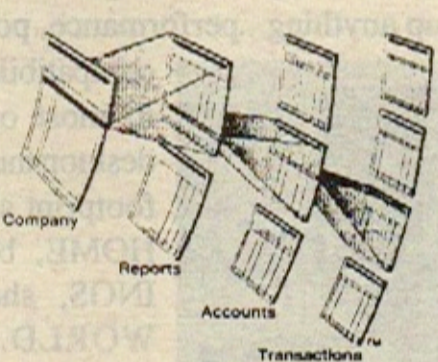
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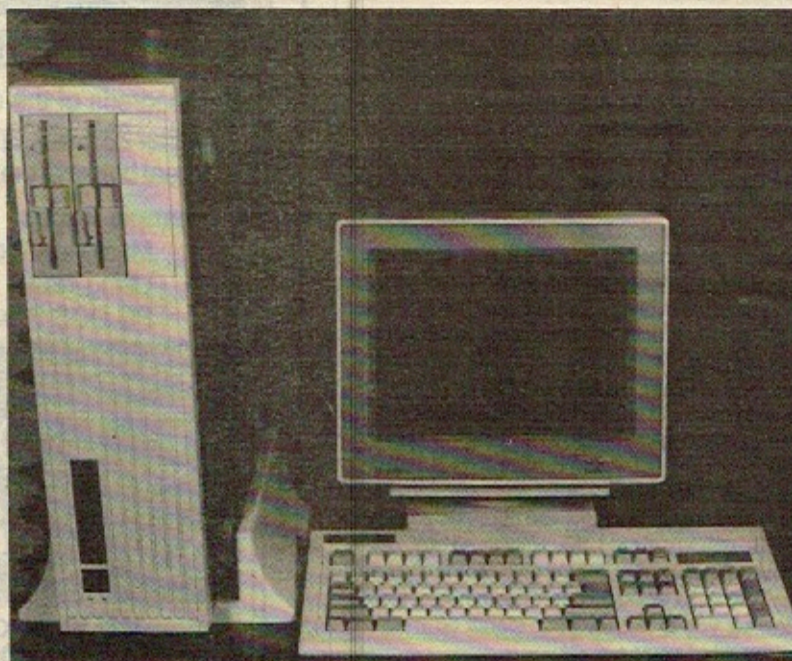
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WriteNow Version 2.0

Minimum System Requirements: Macintosh 128K one disk drive. C\$249 T/Maker Company 1390 Villa St., Mountain View, CA USA 94041 (415) 962-0201

A Good Product

Let me start by saying I like this product. This is what MacWrite should be now. It is too bad WriteNow was written by NeXT Inc. the company Apple's founder Steve Jobs started when he left Apple. Otherwise Claris might have been able to buy the program in their recent acquisition binge.

The price for WriteNow is C\$249 versus C\$175 for MacWrite and it is well worth the difference. WriteNow has been muscled up so that it often compares favorably with Microsoft Word and many of the features are easier to use.

What Is New?

For those of you who are familiar with WriteNow Version 1, included in the over fifty new features are such gems as mail merge, a larger spelling dictionary (though it is still structured in the original minimalist approach they had before), and Multi-Finder and AppleShare compatibility. Gone is the awkward separate file import/export program. File import and export is done from within the program and includes Microsoft's RTF, MacWrite, text and text with line breaks. Unfortunately, here they threw part of the baby out with the bath water. The stand alone program in Version 1 has a utility that allowed you to convert Word files directly, now you have to save the Word file into the interchange format RTF and then open it in WriteNow. So hang onto the Translator utility, it is still useful if you don't have Word and need to open Word files.

Semi-Style Sheets

WriteNow 2.0 has rudimentary style sheet capabilities. They don't show up on the menu anywhere so you actually have to break down and read the manual to figure them out. First click on the paragraph or word style that you want to copy, then select the area of text which includes the desired text, then you hold down the Shift key while selecting your ruler option, font, font size or font style. Everything that contains the exact formatting that your original text had, will now have the new set of characteristics. I say rudimentary, because these style capabilities are unsophisticated compared with those in Word 3.0, which makes it possible to name styles and build families of styles. WriteNow's "Format Accelerators" are easier to learn and may be all that most users need. They do add a new level of complexity to the program however and at times if the user doesn't understand how they work, they may cause frustration. Such is the nature of change and new features.

Word Count and Change Case

T/Maker Company has built in two neat little utilities that you will wonder how you ever did without if you do any writing for publications. One is a word count which will count either your whole document, or a selected area. It counts characters, words, and paragraphs and is very quick. The other utility is a change case function which allows you to change a selected text block from or to all caps, all lower case and best of all for those of you who like to write headlines like we do, capitalizing first letters.

Graphics Handling

WriteNow will let you import graphics and resize them, though you can't crop them like in Word 3.0. You can superscript or subscript graphics from the keyboard which helps in positioning. There is also an option to Hide Pictures which speeds up scrolling.

Columns

WriteNow sticks to the WYSIWYG (What You See Is What You Get) metaphor in its ability to show on-screen columns. This is an area where Word 3.0 falls short. With Word, you must select a print preview mode in order to see the column formatting. In WriteNow, the number of columns are selected in the Page Setup dialog box. A minor trade-off here is that using columns slows down the scrolling performance.

This column formatting combined with improved leading control and decent graphics handling gives WriteNow the ability to do low level desktop publishing. It still lacks the ability to zoom in or out to get an overall picture of your work.

Other Stuff

The program also now supports the cursor keys on the new keyboard. It does footnotes very smoothly allowing both pre-numbered and custom characters for footnotes. They have added a much needed Windows menu because the program can keep opening windows until you run out of memory.

Why Did You Fix It If It Ain't Broke?

The Find/Replace command once selected disappears from the menu to be replaced by Find Next. This may cause confusion if you are used to it being there. The way to get back to it in order to change your search criteria is under the new Windows command. Not necessarily intuitive and it forces you back to the manual to figure it out.

High Marks for Care

In a day when some programs will not even fit onto a single 800K disk, it is possible to use

WriteNow on the original 128K Mac's. The company has thoughtfully included a 50,000 word dictionary and stripped down System for use on single drive systems. This suggests the high level of care that T/Maker has put into this program. They didn't forget the guys who haven't bought expensive upgrades.

Included on the program disk is a fully working version called Sample WriteNow 2.0 that you can give away to your friends. It does everything the main program does except that when it prints it has an unremovable message at the top and bottom of the page.

Still Fast

Some nice things they haven't changed are the program's speed (which is still quick) and its stability. According to speed test supplied by the company it is 3 to 10 times faster than Word or MacWrite 5.0 in things like spell checking, chang-

ing fonts or font sizes, and saving. The program I was working with was a beta or pre-release version and it had some minor problems. WriteNow version 1 was a very solid product, and I would expect that all the bugs will be out of it by the time they ship.

Is It Worth The Upgrade?

Overall it seems worthwhile. With the new dictionary, the formatting accelerators and built in file translation, T/Maker has built on good improvements to an already strong program. The program costs US \$195. The upgrade costs for people who bought before Jan 15, 1988 is US\$25, after Jan 15, is free except for the cost of shipping and handling.

WriteNow 2.0 is expected to ship in early November. The suggested retail price in Canada is \$249.

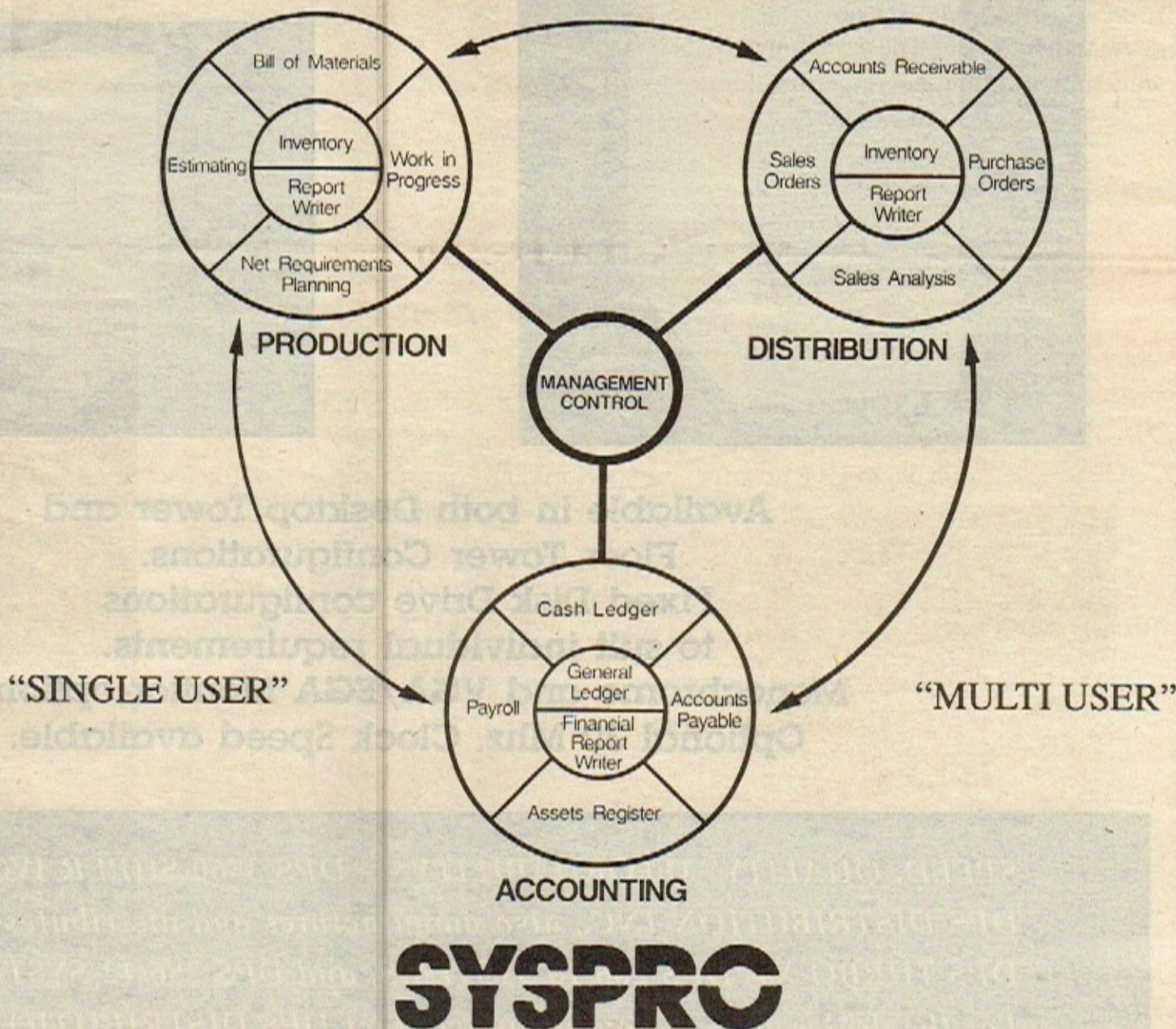
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ACCPAC Version 5.0

And The EasyPlus Windowing System Manager

Computer Associates has once again modified its Plus series programs in order to take advantage of the newest technological hardware features.

It has introduced three version 5.0 system managers which interface the applications with DOS or OS/2 and provide some very nice new features.

THE SYSTEM MANAGER

The system manager provided with all version 5.0 applications includes a pop-up system manager from which the user can select system functions such as printers, screen options and DOS commands.

It provides a central program start list so a program can be started by simply selecting it from the list. Additional applications can be added as acquired. Data files stored in any location on disk can be accessed through the start list.

Help is now available with the system manager without requiring Easy Plus windows.

Printer configuration has been greatly simplified; printers can be chosen from an extensive list and complex technical printer file entries are no longer required for non standard printers.

"The enhanced features with version 5.0 are definitely worth the upgrade price."

An information finder window helps to access account codes, customer and vendor lists and inventory codes during data entry without exiting the data entry screen.

Data entry is easier with improved field editing. Insert, Delete, Home, End, Backspace and Ctrl-End keys assist editing and the decimal point is now recognized.

The System Manager features are available to all applications and once installed need not be re-installed when new applications are added.

THE WINDOWING SYSTEM MANAGER

The Windowing System Manager, a DOS interface, provides further enhancements. Applications can be started and run in multiple windows and the operator can switch from one to another with a single keystroke. This feature greatly enhances operator productivity. An associated feature which allows these multiple active windows to be enlarged or made smaller and appear in various locations on a single screen is somewhat confusing.

A SmartFinder can locate and look up information on master file fields. This feature is dependent on the operator providing some information to begin the search and its effectiveness in locating the desired information is astounding.

The Macro function allows the user to create and display custom menus, check for invalid entries, disable unnecessary functions, perform procedures in a pre-defined order and customize the system to a particular businesses needs. There is a built in LEARN mode to record keystrokes for macro creation. Macro creation is not for a new or novice user but a great boon for experienced users and consultants who want to customize ACCPAC for their clients.

With the Windowing System Manager non-Accpac applications can now be run from the start list so that DOS batch files can be run from the list for backup and to start other programs.

A printer definition can be attached to each menu choice so that different printer definitions can be used for different printing requirements; an excellent feature if a different pitch is required or in a multiple printer environment.

Users should be aware of the additional memory requirements before installing the Windowing System Manager. The Windowing System Manager requires 640K and in a LanPac environment each workstation using the Windowing System

Manager requires 640K. In order to really enjoy all the enhanced features to the fullest I recommend additional Expanded memory conforming to Lotus/Intel/Microsoft Specification Version 3.0 or higher.

A word of caution prior to installing the Windowing System Manager; it modifies both the CONFIG.SYS file and the AUTOEXEC.BAT file. Because it adds the DOS 'SHARE' command to the AUTOEXEC.BAT file I have found that some non-ACCPAC applications residing on the fixed disk will not function. This can be overcome by moving the DOS 'SHARE' command from the

AUTOEXEC.BAT file to another batch file which will start ACCPAC.

The enhanced features with version 5.0 are definitely worth the upgrade price. If sufficient memory and disk storage are available and the operator wishes to use more than one module at a time, the Windowing System Manager at \$195 Retail is a good time saving investment.

ACCPAC EasyPlus Windows retail for \$195, the General Ledger is \$895

Joan V. Hornal B.Sc. C.G.A. is a managing consultant with Hornal Consultants Ltd.

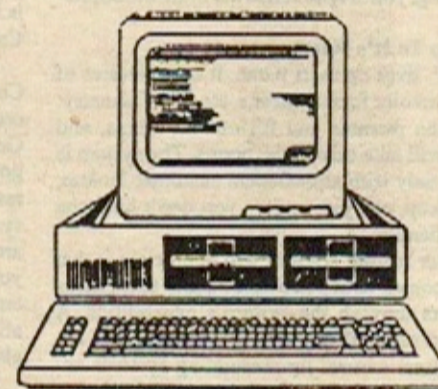


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Welcome to the most advanced in-house accounting system in today's market. Accounting With Pictures is specifically designed to accommodate the needs of small to medium business in a thorough, sophisticated, state-of-the-art manner.

When using all aspects of this software program, simplicity, easy to follow, all in one and efficient are just a few catch phrases that come to mind.

Accounting With Pictures is a real-time system which will respond on a last entry basis and provide a thirteen month posting period. "Yes" management efficiency is a priority. These are two features of many which will make your business perfectly clear.



The Full Picture

ACCOUNTING WITH PICTURES Features:

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- ☐ Main and sub-menus designed to present to the user the standard business and accounting functions. ACCOUNTING WITH PICTURES is structured to operate using familiar accounting forms and functions.
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- ☐ Automatic journal entries by month with reversal option.
- ☐ Departments for Income Statement accounts with consolidation.
- ☐ Context sensitive user manual available on-screen or printed.
- ☐ All system functions selected from and returned to one menu screen.
- ☐ Automatic posting to the General Ledger functions selected from the main menu. There are 24 payroll and 17 other automatic posted General Ledger accounts.
- ☐ Integrated Job Costing. Job revenue and costs allocated to jobs through completion of any function on the main menu.
- ☐ Export facility of Financial Statements to spreadsheets through the DIF file format.
- ☐ Data integrity checks and company in balance checks with warning messages if error is detected.
- ☐ Ability to send all reports to the printer or an ASCII disk file. ASCII files can be viewed on the screen or printed. ASCII files can be accessed by a spreadsheet program.
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Super Savings

Accounting With Pictures:

New accounting program gets graphic about the books

Accounting With Pictures for IBM-PC and compatibles requires DOS version 2.0 or higher. Retail price \$949 updates \$149/year Demo version \$29.95

If you're like most first time computer buyers, you want a computer to help out with the basic, everyday chores of running a business. You want your first system to help you with invoicing, collecting, and accounting. You're just a little bit apprehensive about this step, and you don't want something that's too complicated. If you want to get your feet wet, take a look at Accounting With Pictures.

If your bookkeeping skills have (how should I say it?) not kept pace with your growing business, you'll appreciate the fact that Accounting With Pictures (A.W.P.) puts the emphasis on familiar tasks, such as cutting a check, or printing an invoice. If you have a good working knowledge of accounting, you'll appreciate the built-in simplicity.

Lives Up To It's Name

A.W.P. lives up to its name. It uses pictures of familiar invoice forms, checks, etc., for data entry. Follow the pictures and fill out the forms, and A.W.P. will take care of the books. The system is always ready with alphabetical customer lookup, item lookup, etc. just in case you don't have the number handy.

Another feature novices will appreciate is that A.W.P. comes with a demo company that guides new users through the system's capabilities. A suggested chart of accounts is included, but advanced users can set up accounting systems according to their own preferences.

Another Accounting System

When I first heard of A.W.P., I must admit I was skeptical. "Just what the world needs now, another simple, inexpensive, basic accounting system... Yawn." Every once in a while you investigate a product that doesn't sound very special, and surprise, it is!

At first glance, A.W.P. seems very basic. That's what the authors had in mind. But take another look. Under the surface is a system supporting multiple companies, each with several bank accounts and departments. Password protection prevents unauthorized access to companies on the system. Payroll is protected by a second password.

The A.W.P. Canadian Payroll is as simple to use as any other module and yes, tax tables can be edited. Payroll produces T4s and the company summary. A history is maintained for each employee, including everything you'll need to complete a record of employment. You can set up payroll deductions to your liking, and everything is interfaced to the rest of the accounting system. **Canadian Payroll**

Payroll also works well with the built in Job Costing system. In A.W.P., a job is made up of ten costing categories, each linked to an account in the General Ledger. How you use the first nine categories is up to you, but the last one is always reserved for labor expenses. Once a job is in the system, A.W.P. sees that labor and other expenses are recorded against your initial estimates and your contracted price. With the job costing system, a single supplier invoice can be allocated to all the jobs for which you have purchased materials.

How does it do that without creating a lot of work? A.W.P. always knows when something you

are doing might pertain to a certain job. You simply provide the job number, and the expense category as you work. Again, if you don't have the job number handy, A.W.P. is always ready with multiple choice help.

Since bookkeeping effects are determined when you initially set up a job, operators don't need to know account numbers for decisions when jobs are set up, everyday decisions are limited to multiple choice.

A.W.P. provides all the accounting functions you'd expect from such a package, but Accounts Receivable also includes an item reference, which is a list of items, prices, suppliers etc. It's like an inventory system that doesn't keep track of quantities available to sell. What it does do, it does very well, which is streamlining typing of invoices, and standardizing selling prices.

The General Ledger is well thought out and includes budgeting functions. A general journal simplifies routine activities with automatic transactions. The General Ledger is integrated to receivables, payables, job costing and payroll in real time, so you'll have a good head start on the books. Then, when you need to make additional entries, the General Ledger is among the simplest available. Advanced users will want to reallocate the suspense accounts maintained by the other modules.

Financial statements are in a fixed format, but they're quite good. You get a Comparative Income Statement showing current month and Year-to-Date with percentages, a Balance Sheet and an Income Statement for a particular department, or for the whole company.

There are also bank reconciliation and petty cash systems - a nice touch for a system with "real world" flavor. A.W.P. can export vital data including financial statements to other software, such as spreadsheets.

My only complaint is that no less than four key sequences are used to get back to the menu in different parts of the program. They are {ESC}Menu, "{M}enu, "{O}-Return to Menu," all used frequently. A fourth sequence, {M}enu

{ESC} is required when you're filling in a field such as a customer number and the "{M} for {M}enu is mistaken for part of the code. Press cancel right away and you're taken back to the menu.

My guess is that the authors wanted to force us to read the whole screen, all the time - a habit I have been unable to attain. Like most users, I try all keys that are known to work some of the time, and read the screen if all else fails. It's a minor point until you consider that this system is appropriate for new computer users who are easily frustrated.

Nevertheless, if you're struggling to find that "special package," the one that "does everything you need," look this system over. A word of warning: After seeing A.W.P. in color, you'll be spoiled for anything else.

Accounting with pictures is distributed by RMS Systems of Vancouver.

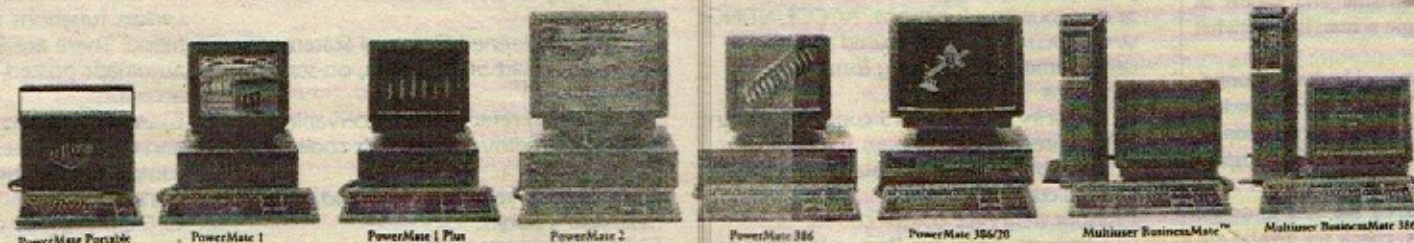
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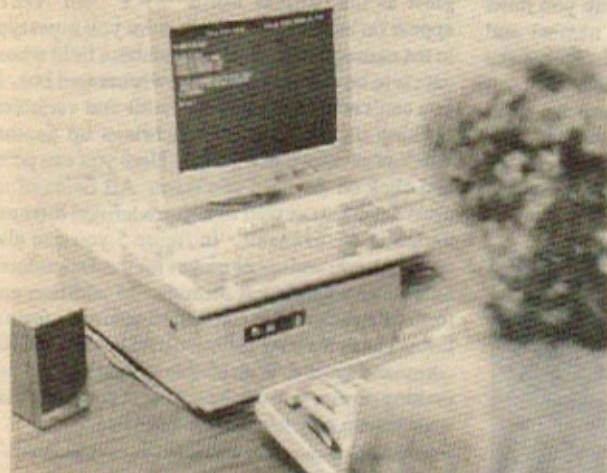
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Boswell Industries

Hopes To Market New Keyboard



Until Boswell gets their patents, they won't let us show the keyboard

Does the world need a new keyboard? It does if it takes a radically different approach to input, or so say the people at Boswell Industries of Vancouver. They have developed a combination of keyboard and software that they believe will allow operators to process words at rates of 140 to 180 word per minute. The system produces syllables instead of individual alphabetic letters - so the developers claim it is not only faster, it is more natural because it operates much as the human speech mechanism works.

The keyboard uses keys to create syllables instead of individual letters. It is a language instrument. Rather than typing the letters of the alphabet, the operator plays the sounds, similar to playing chords on an organ. This allows for much faster input speeds.

Specific phoneme keys are depressed and the phonetic symbols of the word appear on the computer screen and can be sounded simultaneously by a built in speech synthesizer. Input can be either stored in the keyboard for later downloading or can go directly into a computer. The keyboard plugs directly into the serial port of the computer.

The software program takes the phonemic output and turns it into clear language. Different languages will eventually have their own software program. Peter Junger, marketing manager for Boswell, sees a tremendous market for their instrument in countries such as Japan which have a very complex alphabet which is difficult to portray on conventional keyboards.

Another advantage of the Boswell system is that it allows the operator to work with language as it is spoken. Input is similar to the manner in which the brain constructs language in sound patterns and does away with alphabetic encoding. The software package included with each Boswell will take care of all but the finer points of spelling and punctuation.

To use the device, the operator strikes one or more of the text keys to form a syllable. Syllables are joined into words by software. For example, the word "scrawled" can be written in one stroke instead of eight.

Because they are only at an early prototype stage, experience with having people learn on the system is limited, however it is believed that learning the system will be easier than traditional shorthand and transcription methods. The speech synthesis device will aid training through audio feedback to the typist.

Boswell Industries see their markets extending from word processing through teaching, translating, reporting and other areas to specific uses for the handicapped.

The first markets the company is approaching are the niche markets that need Boswell as it has already been demonstrated. One of the smallest of these potential groups is the visually impaired. Preliminary estimates put the potential North American market as sufficient to consume their first three years of their production.

Boswell has invested well over \$300,000 to bring the project to the pre-production stage. To produce commercial quality machines and begin beta testing and marketing will require an additional \$800,000. Boswell hopes to gain this by going back to the VSE for funding.

Once volume production is achieved, the Boswell keyboard will be manufactured with VSLI (Very Large Scale Integrated) chips, they expect the price could come down as low as \$400 a board. It is expected that it will always be somewhat more than a standard keyboard because it will have some memory and chips as well as the voice synthesizer built in.

Boswell still has a lot of hard code to crunch and many development hurdles before they can bring their product to market, but the potential is very exciting. And best of all, at last there is hope for the under 20 words per minute crowd....

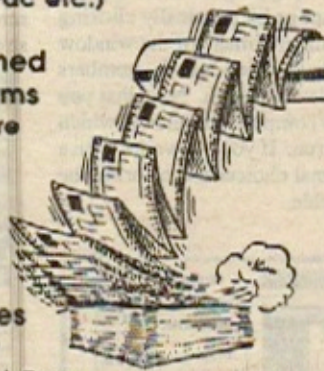
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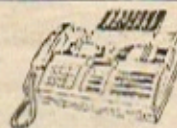
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A Marriage Made in Software Heaven:

What if you could create business applications with the world's most popular development language on the world's easiest-to-use computer? FoxBASE on the Macintosh now provides this excellent programming environment. As IBM, Hewlett-Packard, and Microsoft rush to introduce their graphic interface operating systems, the Macintosh computer is emerging as a genuine trend setter. Meanwhile, dBase still reigns supreme in the microcomputer world as the most popular database development system. Fox software of Perrysburg, Ohio has recently introduced FoxBASE+Mac Version 1.1. It enhances the power of dBASE III while providing a graphic interface that generates dBASE code on the Mac. This combines the best of both worlds: easy to use point and click programming and powerful widely accepted dBASE applications.

In last month's issue I gave an overview of FoxBASE+Mac and hinted at the power of its screen design features. In this issue I will demonstrate the way Fox has managed to integrate dBASE with the Mac's powerful graphics abilities by showing, step-by-step, how a custom screen is generated.

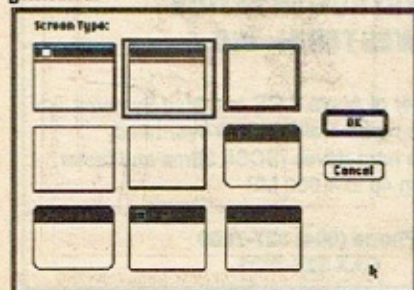


Fig 1.

To begin designing a data entry screen you first choose the type of window that will be employed. Figure 1 shows the nine choices presented to you by FoxBASE+Mac. Just click on one and it's defined. Next, you specify the size and position of this window as shown in figure 2. The window can be moved and resized by typing numbers into the size and position boxes or by physically clicking and dragging the miniature image of the window around with the mouse in which case the numbers are automatically updated for you. Note that you can specify the type of computer monitor on which your application will run. If you are working on a color system, additional choices for coloring the screen are also available.

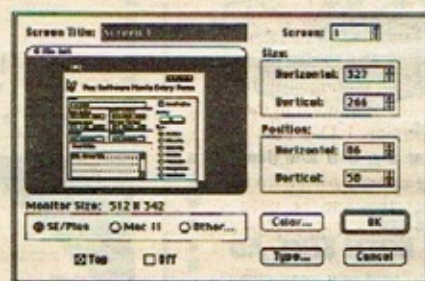


Fig 2

After the data entry window shape and position has been specified, the fields, buttons, graphics and other objects can be placed on the screen by selecting the tools along the left hand side and simply drawing them onto the screen (see figure 3). For example, when you first select and draw a radio button (a classic Macintosh interface element for indicating one choice out of a group of possibilities, i.e. the type of movie) a dialog box

like the one in figure 4 appears. Here you must enter the possible options (button names) and specify a field or variable that will receive the result of the choice that the user makes. You can also declare which one of the group of radio buttons will be highlighted as the default choice. The position and spacing of the array of buttons on the screen can be changed simply by dragging and stretching with the mouse.

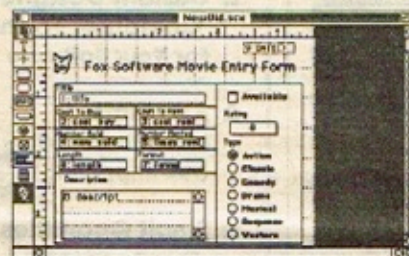


Fig 3

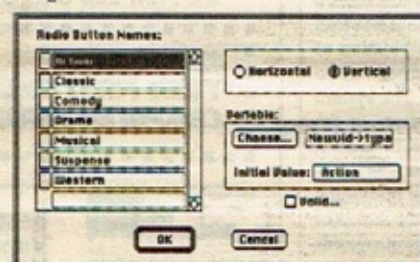


Fig 4

When it comes to the creation of entry boxes for data fields (like the movie title) you use the text region tool. It displays a dialog box as shown in figure 5. Old dBASE III hands should feel a warm

glow as the familiar words "SAY" and "GET" appear on the screen. At this point you must type in the name of the variable or database field whose data is to be displayed in the newly created box. If you can't remember all your fields and variables, clicking on the "Get" button brings up another window as shown in figure 6. Here you can point and click on the field you want. All fields of all open databases as well as any predefined memory variables are available. In figure 5 you can also specify lower and upper ranges for the data entered as well as a validation formula. In addition any formatting of the data can be defined in the format line. These formats follow dBASE's PICTURE command syntax. With all this validating and formatting power, you can be sure that your database will contain consistent error-free data.

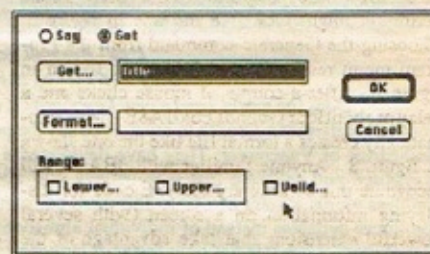


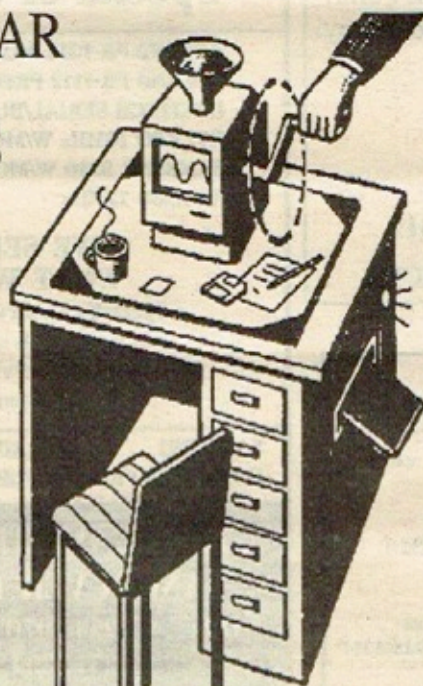
Fig 5

In addition to the screen elements described above, there are scrolling lists and text blocks, pop-up menus, picture buttons, regular buttons, checkboxes, pictures, text and various other graphic elements. All of these can be given attributes of style, alignment, font type and size, color and pattern.

When all the fields, buttons and graphics have been drawn on the screen it's time to generate a

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The Mac Interface and dBase Compatibility

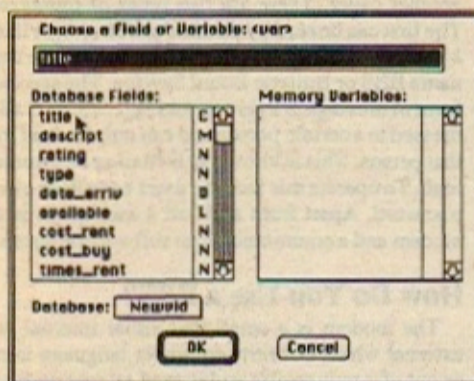


Fig 6

format file that can actually be used by a FoxBASE+/Mac program. Your final screen definition might look like the one in figure 3. Choosing the Generate command from the Program menu results in the dialog box shown in figure 7. After a couple of mouse clicks and a delay of about four seconds FoxBASE+/Mac automatically creates a format file like the one shown in figure 8. Anyone familiar with dBASE will recognize this as ordinary dBASE code for displaying information on a screen (with several powerful extensions that take advantage of the Mac's graphics). All the objects that were defined in the screen layout window are translated into working dBASE code in the format file window. (Note: not all lines of code defining the movie entry form are shown.)

After the appropriate database has been opened, this format file can be run by typing "DO NewVid.fmt" in the command window. The resulting screen is shown in figure 9. Compare this

screen with the one defined in figure 3. The code for this screen can be called by a main program or copied and pasted into any other program file. Changes can be made to the actual code to alter fonts or screen positions without going through the longer (but easier to comprehend) process of editing the graphic objects in the screen layout file and regenerating the format file. If you want to learn how to create screens in FoxBASE+/Mac by writing the code directly, simply spend a day designing and modifying screen files and comparing them with their respective format files. It doesn't take long to figure out how to write your own code if you want to hack out screens directly.

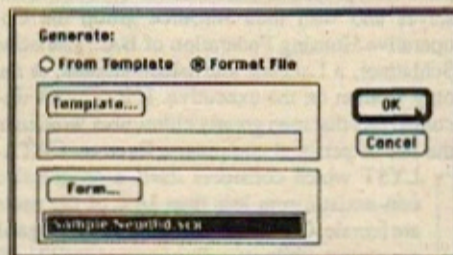


Fig 7

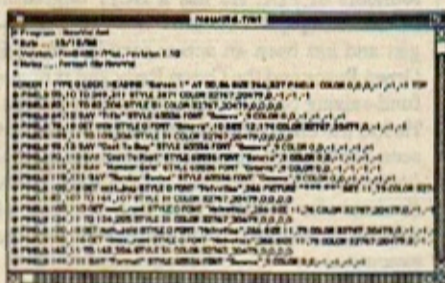


Fig 8

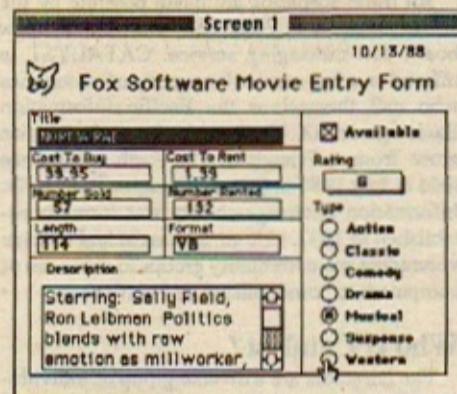


Fig 9

True hackers will have a field day when they realize that FoxBASE+/Mac even provides a utility for creating customized code generation templates. Included in the FoxBASE+/Mac package (Version 1.1) is FoxCode, a complete template language and compiler that gives you the power to create your own individual code generating modules that can be used in place of Fox's form generator. This custom code generation facility of FoxBASE+/Mac has no limit. If you know what you're doing, you can use it to create complete working applications just from screen layouts and their associated database files.

The more I work with FoxBASE+/Mac, the more I'm amazed by its power and flexibility. For example, it has the best debugger I've ever seen. But the most inspiring thing about this program is the way it manages to bring together the two major players in the microcomputer world: MS-DOS and Macintosh. If you are sitting on one side of the

fence, take a look at FoxBASE+ on the Mac and see what you are missing. Programmers in both camps should be suitably impressed.

Barry Shell is a computer consultant in Vancouver, Canada. His two year old company, SoftShell Small Systems Software Design Incorporated (604-876-5790), specializes in custom application design and training for Apple's Macintosh computers. In 1986 Barry won first prize in Microsoft Canada's Excel Macro writing contest with an easy to use Mailing Label macro. In 1988 he wrote two books on HyperCard, *Concise Guide to HyperTalk* and *Running HyperCard with HyperTalk* published by MIS Press. In addition to a number of custom software development projects, Barry is currently working on a third book entitled *The Macintosh Handbook for the Complete Idiot* to be published in 1989.



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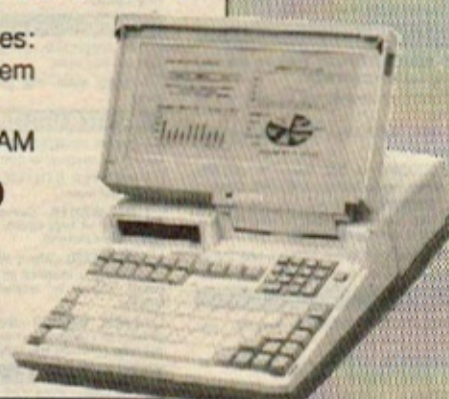
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Public Information Exchange

P.I.X.'s Catalyst: the BBS with a Message

Take your P.I.X.

Consider the following scenarios:

S.P.A.N. (The Pacific Area Networking Society) has representatives in many Pacific Rim countries. Although it doesn't receive government funding and runs on the proverbial 'shoe-string', Rod Haynes the Vancouver based co-ordinator still manages to keep in close contact with his field contacts by a regular exchange of messages which only cost a few cents each.

Members of several housing co-operatives exchange information, discuss organizational problems and solutions and give each other copies of their newsletters; however these people have no need to ever actually meet. Executive Directors of a non-profit society hold on-going debates, 'speak' to and against motions which are 'moved and seconded' in the usual way but the directors need never meet together around the conference table. The Green Party makes detailed planning decisions for a major conference without the Executive Directors actually having to meet.

CATALYST

All these scenarios are made possible by the existence of the CATALYST electronic bulletin board and messaging service. CATALYST is offered as a free service by a group of visionaries who call themselves the Pacific Information Exchange or PIX. The concept for such a service arose from a Friends-of-The-Earth conference held in July 1986 in Ottawa, Ontario. The Pacific Information Exchange society was formally established in 1987. PIX aims to assist and educate volunteers and community groups to make use of computers to communicate and network.

Who is Catalyst?

The Directors are a diverse group of individuals united in their confidence that a revolutionary form of information access and sharing is on the horizon. 32 year old Bryan Bedford is the 'techno-guru' of the group. An SFU Communications and Computer Science student he has extensive experience in computer animated graphics and his

work on the ALRT's interactive map and information system, done at East Side Data Graphics, was seen and used by millions of visitors during Vancouver's EXPO '86. The Green Party connection is provided by another of the PIX executive, Ed McDonough a teamster and member of the IWW. Ed's enthusiasm with the potential of computers grew out of his involvement with an ad hoc committee on Computer Communications which he joined during the Solidarity Movement in Vancouver. PIX's President is Peter Miller who was a qualified architect but now teaches at UBC's English Language Institute. He is one of the least technical of the group, having been attracted by the thought that CATALYST could provide an alternative means of exchanging news and views free from the bias inherent in the mass media. A member of a housing co-operative himself, Peter has worked to establish an area on CATALYST in which members of diverse housing co-operatives can exchange ideas and information and share experiences, problems and solutions between themselves and with their resource group the Co-operative Housing Federation of B.C.. Christine Schlattner, a Langara journalism student, is the only woman on the executive. It is a much discussed fact that men greatly outnumber women in the use of personal computers. Even on CATA-

LYST which considers itself a progressive non-sexist forum less than 16% of the users are female. Christine gained her knowledge of computers while attending courses at SFU. 29 years old Doug Dunn, was one of the trio of founders of PIX. He has a BCIT degree in broadcasting and is a keen amateur archaeologist and has been an active member of both Green Peace and the Green Party and is now a fund-raising consultant to non-profit groups. He has travelled throughout the world and has seen for himself the urgent need for global communications between individuals. Larry Kuehn, who is also Executive Director of IDERA is the most recent member to join the executive.

What Would You Find On A BBS?

According to Bryan Bedford, PIX director, "One of our biggest successes, this year, has been with the Green Party. They've used the bulletin board effectively to do the organizing of their conference last summer, and are already planning their next conference online. It allows them access to people throughout British Columbia in a way that a conference call couldn't. It provides them with hard copy reports which they can edit and exchange. Community based progressive groups who have made use of CATALYST have included DERA (The Downtown Eastside Residents' Association), B.C. PURG, and workshops have been held for representatives of OXFAM, IDERA and CUSO as well as The New Directions Magazine, all of whom are expected to be making use of this means of communicating in the very near future."

What is a BBS?

Put very simply, it's an electronic memory accessible to many people from their computers, via the telephone line. It permits one person to call, in and leave a message which can be read later by another caller. There are two types of message. The first can be read by all other callers, rather like a notice pinned up on a bulletin board, hence the name BBS or Bulletin Board Service. The second form of message is a private message which is addressed to a certain person and can only be read by that person. This is known as E-Mail or electronic mail. To operate this facility, users have their own password. Apart from a PC all a user needs is a modem and a communications software program.

How Do You Use a BBS?

The modem is a small unit either internal or external which converts computer language into or out of a universally understood telephone-line code known as ASCII (American Standard Code for Information Interchange). Modems handle this task at a variety of speeds such as 300/1200/2400/9600 baud (bits per second), the commonest at present being 1200 & 2400 baud. It doesn't matter what type of computers are used at either end of the telephone line the modem will translate the languages into a commonly understood ASCII. To control the modem the computer needs some communications software. These programs are available in the public domain as well as from software publishers. By setting up a communications program with all the relevant data most programs will be able to dial the BBS number and provide all the 'log-on' information automatically. This is known as setting up a 'macro' and is a great convenience. Since most users of electronic bulletin boards are physically close to the computer running the BBS only a local phone call is required. However the existence of many BBS's linked together in a network makes possible long distance messaging without long distance telephone charges. This is achieved by the long distance messages being electronically stored by the BBS and then sent as a 'packet' towards their destination BBS. There are several systems to do this, CATALYST uses one called FIDO. A user wishing to send messages via FIDONET takes out a credit which is debited a small amount for each private message sent. In accordance with PIX's philosophy of the free exchange of information, there is no charge for public messages. Since each packet of messages can contain 12 full 'pages' of messages in a minute's telephone transmission, the charge for each message is negligible. By this means CATALYST users may exchange messages with BBS users throughout the English speaking world. At present regular contacts are made across Canada to Toronto and even as far away as Australia.

To see CATALYST in action dial 872-6968. The BBS is working 24 hours except for those times, generally between 1-2 am, when the service automatically exchanges messages long distance on the FIDO network.

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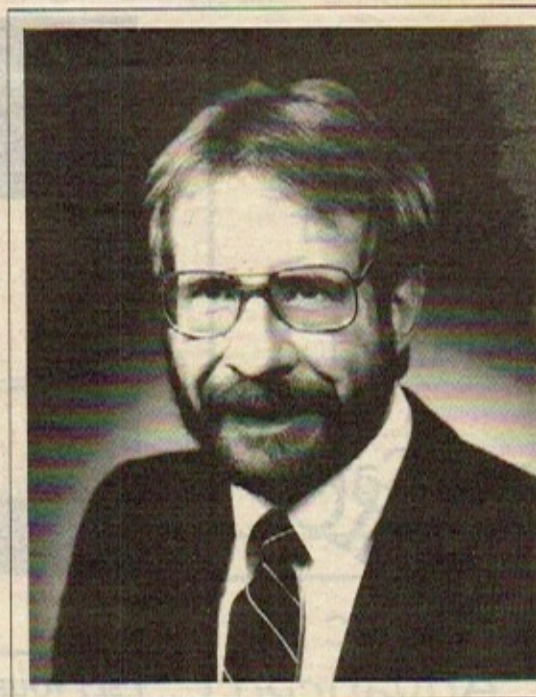
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 BURNABY SCHOOL BD, 5325 Kincaid Burnaby
 ACCPAC, Bedford Accounting, \$80
 BUSINESS CTRE 300-1497 Marine Drive, W Van. 925-1147
 New Views Call for dates \$149
 COMPUTERLAND CENTRE 1035 W. Pender 683-6152.
 ACCPAC GL, Nov. 15 Bedford Nov. 8,9,10 \$180
 COMPUTER EMPIRE TRAINING 3031 Main 879-4162
 New Views Accounting Call for dates \$145
 COMPUTER PEOPLE 302A 1124 Lonsdale N. Van. 984-4349
 Bedford Accounting, ACCPAC Easy \$179
 COMPUTER PLACE 860 Burrard St, 688-2992
 ACCPAC G/L A/P \$179
 DOPPLER'S TRAINING CENTRE 101 W. 5th 875-0261
 Bedford Accounting /ACCPAC 1day courses \$175
 KWANTLEN COLLEGE Surrey, B.C. 588-4411.
 ACCPAC Intro Nov. 8,21,25 \$200
 Bedford Integ. Account., Nov. 7,10,14,18 \$200
 ACCPAC GL, Nov. 3,23 \$90
 ACCPAC Can. Payroll, Nov. 7,10,14,16 \$200
 LANGLEY SEC. SCHOOL, Rm 88, 21405-56th Ave. 533-4227.
 Bedford Accting, \$95
 McKAY TECHNICAL INST. 2151 Burrard Vanc. 736-7221
 Computerized Bookkeeping Course 12 weeks
 OMNI COLLEGE, #300 - 905 West Pender, 682-6664.
 ACCPAC GL Nov. 1 or 24 (days) \$160
 ACCPAC GL Nov. 14,15,16 (eves) \$160
 ACCPAC A/P Nov. 8 (day) \$160
 ACCPAC A/R Nov. 1, 2 (eves) \$160
 BEDFORD Nov. 1,2 (eves) \$160
 BEDFORD Nov. 14 (days) \$160
 ONCOURSE TRAINING #400-1190 Melville 669-9800
 ACCPAC or Bedford Accounting Call for info
 PITMAN BUS. COLLEGE 1490 W. Broadway 738-7848
 Computer Accounting Call for dates
 PRECEPT COMPUTER CENTER 735 Clark Dr, 255-3198
 Bedford Acct Intr /ACCPAC Intro \$130

Accounting with Bedford \$225
 ACCPAC G/L \$145
 ACCPAC AR/AP \$275
 PRIMA TRAINING CENT 207-3900 Hastings, Van 294-4567.
 Intro New Views Acct., Nov. 24 & 25 Intermed Dec. 6 & 7
 SOUTH GRANVILLE BUS. CENT 1652 W 7, Van 732-8850
 ACCPAC or Bedford Accting Call for dates
 TXL MANAGEMENT 876-7117
 New Views Intro Seminar Nov. 23, Dec 15 9:30-12 PM Free
 VANCOUVER COMMUNITY COLLEGE 875-2800
 Accounting with ACCPAC Nov. 4,26,28 \$165
 Intro to Bedford Nov. 7,26 \$145
 Advanced Bedford, Nov. 9 \$130
 VANCOUVER SCHOOL BOARD 736-7241 Van Tech
 ACCPAC BPI, Easy, Plus or Bedford \$80

DATABASE

ACCESS CENTRE Lonsdale Quay 984-4671
 dBase III + Call for dates \$140
 BARKEL BUS. SCH. 211-3030 Lincoln Coq 464-8717.
 dBase III+ Call for dates \$80
 BURNABY SCHOOL BD 5325 Kincaid St., Burnaby, 299-4361.
 dBase III+ \$80
 CAPILANO COLLEGE 2055 Purcell Way, North Van 984-4901
 dBase II-Level 2 Nov. 8 \$75
 dBase III Level 3, Nov. 29 \$75
 COMPUTERLAND, 1035 W. Pender, 683-6152.
 dBase III+, Nov. 7,8,23,24 \$325
 dBase III+ Adv., Nov. 1 \$180
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 dBASE III + Intro & Adv \$159
 COMPUTER EMPIRE TRAINING, 3031 Main 879-4162
 dBASE III + (call for dates) \$145
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 Intro to dBase III + \$180
 DRAKE 100-1111 Melville St 669-8789
 Symphony Database Nov. 9 \$175
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 Inter dBase III Plus Nov. 16 \$175
 R:Base System V, Intro Nov. 18
 Intro to dBase III +, Nov. 22 (Eve.) Smart Database, Nov. 23
 FIALA, BONNER 810-1112 W Pender 684-1022
 dBase III + 2 Nov. 14 \$175
 dBase III + 1, Nov. 22

KWANTLEN COLLEGE, P.O. Box 9030, Surrey, 588-4411.
 Intro to dBASE III +, Nov. 7,10 \$160
 OMNI COLLEGE, #300-905 West Pender 682-6664.
 dBase III + Nov. 7 or 23 (days) \$160
 dBase III + Nov. 8, 9, 10 (eves) \$160
 ONCOURSE TRAINING CENTRE 400-1190 Melville 669-9800
 Using dBase III + Nov. 2,3 \$185
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 PBSC TRAINING CENTRE 1350-1140 W. Pender 689-7272
 dBase III + 1, dBase III + 2, dBase III + 3 \$175
 PRECEPT LEARNING CENTRE, 735 Clark Van 255-3198.
 dBase III + Database
 PITMAN BUS. COLLEGE 1490 W. Broadway 738-7848
 dBase III+ Level I, \$350
 DBase III+ Level II \$175
 UBC CENTRE FOR CONT. ED. 5997 Iona Dr., Van.
 dBASE III + Intermed. Nov. 16-Dec. 7 \$195
 dBASE III + Adv., Nov. 30-Dec. 2 \$365
 VANCOUVER COMMUNITY COLLEGE 875-8200
 Intro to dBASE III +, Nov. 9,24 \$145
 Intermed. dBASE III +, Nov. 14 \$145
 Advanced dBase III + Nov. 21 \$130
 Database Using Clipper Call for info \$150
 dBase III + Intro \$145

CAD/CAM/CASE

BCIT, 3700 Willingdon Avenue, Burnaby, B.C. 434-1610.
 AutoCAD I, Nov. 14,21; II Nov. 28 \$250
 BURNABY SCHOOL BD, 5325 Kincaid, Burnaby 299-4361.
 AutoCAD \$160
 KWANTLEN COLLEGE, P.O. Box 9030, Surrey 588-4411.
 Computer Aided Drafting \$300
 LANGLEY SEC SCHOOL, #88, 21405 - 56th Ave. 533-4227.
 Computer Literacy for Beginners, \$28
 MICROAGE 3609 W 16th Ave, 222-1010.
 Autocad, \$175

DESKTOP PUBLISHING

(See also the Macintosh Section for Mac DTP)
 CAPILANO COLLEGE 2055 Purcell Way, North Van 984-4901
 Microsoft Word I, Nov. 17,18,19 \$140
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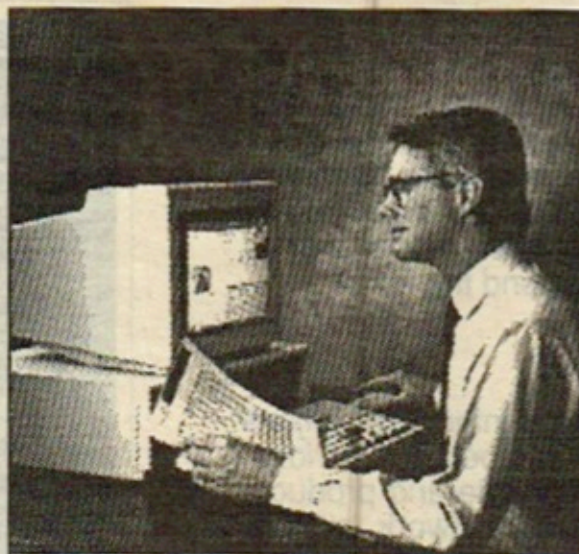
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Ventura or PageMaker Call for dates	\$375
DRAKE COMPUTER TRAINING 100-1111 Melville 669-8789	
Intro to Excel, Nov. 29 Intermed. Excel, Nov. 2	
FIALA BONNER, Ste. 810-1112 W. Pender 684-1022	
Ventura 1 Nov. 4 Ventura 2 Nov. 15	
KWANTLEN COLLEGE, P.O. Box 9030, Surrey, 588-4411.	
Intro. to Ventura,	\$200
Ventura, PageMaker	\$190
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Desktop Publ, Graphic Arts 12 wks, call for dates	
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Ventura Intro Nov 7, 8; Adv Nov 10	\$225
PageMaker Intro Nov. 19, 20, 21, 22 Adv Nov. 25	\$225
Design Basics for PC's Nov. 24, 30	\$185
PBSC TRAINING CENTRE 1350-1140 W. Pender 689-7272	
PageMaker 1 Call for info	\$450
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Desktop Publishing with PageMaker / Ventura	\$190
PRIMA TRAINING 207-3900 Hastings Bby 294-4567	
DTP using Ventura, PageMaker Call for dates	\$150
PROFESSIONAL TRAINING 502-1185 W Georgia 681-5903	
PC PageMaker, Nov. 7-8, Ventura Nov. 9-10	\$350
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Adv. Workshop in Ventura, Nov. 17	\$175
Typography for DTP, Nov. 24	\$150
Prof. Newsletters: Outline to Blueline, Nov. 4, 5	\$275
SOUTH GRANVILLE BUS CENT 1652 W 7, Van 732-8850	
Xerox Ventura Publishing Call for dates	
UBC CONTINUING EDUCATION 5997 Iona Dr., Vanc., B.C.	
PostScript Prog. for DTP, Nov. 5-26	\$195
VANCOUVER COMMUNITY COLLEGE,	
PageMaker for IBM Nov 2, 19, 24	\$165
PageMaker for the IBM Inter., Nov. 17	\$165
PageMaker for IBM Newsletter, Nov. 2	\$130
VANCOUVER ELECTRONIC PUBLISHING ASSOCIATION	
Box 24776, Van 875-0677 Gen. Meeting 1st Mon of the Month	
Mac SIG 683-1599 2nd Wed of the month at 1035 WPender	
DTP Seminars:	
Page Layout Nov. 15;	
Anatomy of Type Dec 1; (\$50 for members)	\$80
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DTP: Ventura or PageMaker John Oliver	\$135

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Nov 1-3, 1988, Vancouver Trade and Convention Centre. Call 433-9549 or 433-5121. Sales: Helen Levasseur

CANADIAN COMPUTER SHOW: Mississauga (Toronto Intern Cent, Nov 14-17. Contact: S. Wilson 416/489-3131,

COMDEX FALL: Las Vegas, Nov 14-18. 617/448-6600.

VEPA, Nov. 7, 1988. Members' Night Exhibition, Nov. 15 Page Layout Seminar, Discovery Building Mezzanine, 750 Pacific Blvd. South, 4-10 p.m.

1988 INTERNATIONAL BUSINESS AND INVESTMENT EXPOSITION, Nov. 22, 2-8 p.m. Nov. 23, 24 noon-8 p.m. Vancouver Trade & Convention Centre. Vancouver, B.C.

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IBM Education Centre, 701 Georgia \$375

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Symphony Spreadsheet Nov. 17 \$175
Novell System Manager, Nov. 14, 15
PBSC TRAINING CENTRE 1140 W. Pender, 689-7272
Symphony 1; 2; 3; Framework II Call for dates \$175

LOCAL AREA NETWORKS

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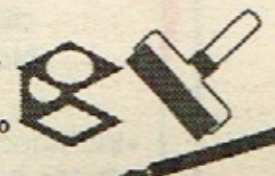
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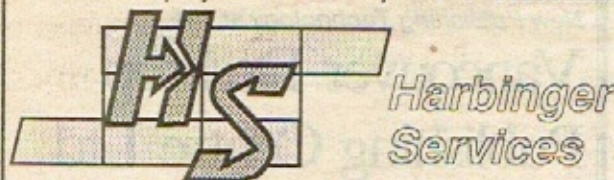


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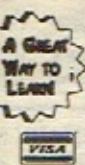
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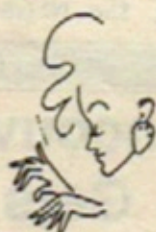
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 Rugby Club, regular meeting Kiyo Masuda 437-9935
Apple III SIG Monthly Kiyo Masuda 437-9935
 Astute — Atari St. 1st Tues. of month 7:30 Hastings Comm.
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Beaver Valley Commodore Club Meets first Tues every month
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 Pajari 925-2555, 2545 Queens Ave, West Van V7V 2Y9.
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Mac User Group Meeting BC Apple Society, WCB Building,
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Mainland Mac Rm 115 Kwantlen College, Surrey, 574-3813,
 Ron Haidenger. Call for info
Maple Ridge Computer User Group 467-2647 M.R.
 Sr. Secondary School 7:30 PM,
New Apple Alliance, May Chow 224-9199. Free
NEC APC Users Group Bi-monthly Lee 980-5825
North Am. Amstrad User's Group, 65-13880 - 74th Ave,
 Surrey V3W 7E6 597-0881 R. Scott
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 Newton Campus, Rm 209 or 211. Len Boscoe 574-5419
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 1988 Kwantlen College, Newton Campus, Room 213, 13468 -
 77th Ave. Surrey.
The New Apple Alliance May Chow 435-7609 last Saturday of
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TI Computer Club Central Richmond. Meets 2nd Wed of each
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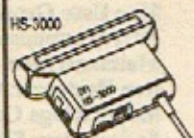
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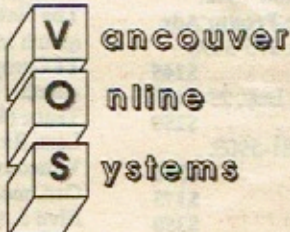
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THE SHAREWARE SHELF

DOS Help Programs

Memory Resident Software to Help You Past the A:>

by Gord Simmonds

Now that we have successfully run through the DOS Tutor program (i.e. Computer Tutor discussed last month) several times, we have started to grasp how this DOS thing really works. But how on earth do we possibly remember all those parameters and possible uses of these commands? How do we even remember if we use copy or diskcopy? Once you've been on your PC for a few weeks, some of these commands become second nature. The problem comes when you have to use the obscure commands such as path, prompt, and tree. Even the several-year "pros" have problems remembering all the commands and parameters. That is where programs like "PC-PROMPT" earn their keep. PC-PROMPT is a memory-resident HELP utility for the PC, XT, AT, and compatibles. It looks for DOS commands as you type them, and automatically displays their syntax definitions in inverse video at the bottom of your monitor. Pressing the <F10> function key while at the DOS command level calls up a help window which lists most of the commonly used DOS commands. You can toggle back and forth between this window and your previous display by pressing the <F10> key. If you key in a DOS command and press the <F10> key before pressing the <ENTER> or <RETURN> key, a help window is displayed for the command, while the proper format for the command is displayed on the bottom line. You can leave the help window on screen as you finish typing the command, or you can press the <F10> key again to return to your previous display. Leaving the help screen activated lets you finish entering the command while you can still see examples of its use, and descriptions of its parameters. If the help window is still active when you press the <ENTER> key, it will automatically be replaced by your original screen, before the DOS command is executed. Since PC-prompt is memory-resi-

dent, it is fast and stays loaded in memory until you reboot your PC. It automatically activates when DOS reaches the command level, and deactivates whenever you execute any DOS command, Batch file, or program. PC-prompt has two modes of operation. The Full-Help mode operates as described above and requires about 33K bytes of memory for this mode. If this leaves you without enough memory for some particular application, you can still get the "pop-up" command syntax descriptions by selecting the "Prompts-Only" mode which uses less than 14K bytes of memory. You can copy all files onto your boot disk and automatically invoke PC-PROMPT in your AUTOEXEC.BAT file. Once PC-PROMPT has been started, it continually monitors keyboard input. When it recognizes a DOS command, it automatically prompts on the bottom line of the screen with the general format for that command. If you become a Registered User by sending \$10 for personal use or \$20 for business use to Lake Medici Software, (17 Medici Court, Baltimore, MD 21234, you will receive the latest version of PC-PROMPT, along with the source for the online prompts and help screens. You will also receive a utility program together with instructions for modifying the standard prompts and help screens for creating your own customized online prompts and help screens.

Gord Simmonds is owner of Sim-Com Services, a company which specializes in the distribution of shareware programs. 585-23

LOCAL AREA NETWORKS

Vancouver Netware User Group Gets Winfall From Novell

On Monday, September 12, 1988 the Vancouver Netware Users Group (VNUG) reached a major milestone. Graig Taylor, Novell's Vice President presented VNUG with a copy of Novell's SFT Netware Version 2.11. In making the presentation, Graig noted that VNUG was the first out of 80 users groups worldwide to receive this distinction.

What is the Netware Users Group? Why do they need a copy of SFT Netware? Why was Novell happy to give VNUG the SFT Netware, and a Novell Server to run it on (at virtually no cost)? Why Have A Users Group?

Keeping abreast of developments in the micro computer arena sometimes seems like a losing proposition. As the Local Area Network (LAN) market continues to explode, new hardware and software announcements are made daily. Picking out only the information relevant to your work requirements can be a hit or miss proposition, as you must wade through a large amount of material to find items of interest to you.

Users groups focus the search for information and assistance by bringing together people who use the same kind of hardware or software and therefore will tend to encounter the same problems, or be looking for similar solutions to new requirements.

The popularity of Novell Netware has attracted large numbers of hardware and software vendors who supply products which work with Netware, and a huge number of people who use Netware to help run their business. Unfortunately, Canada was not a major market for Novell, and within Canada, Vancouver was not a major slice of the pie. This meant that courses, seminars, road shows etc. typically skipped Vancouver, and telephone

assistance was several long distance time away.

VNUG originally was conceived as a special interest group within the Independent Computer Consultants Association (ICCA). At the meeting in September 1986, sponsored by Computer Associates, Drake, and Computer Associates hoped for 30 people, had chairs for 40 just in and went to standing room only when over 100 people showed up!

On Our Own

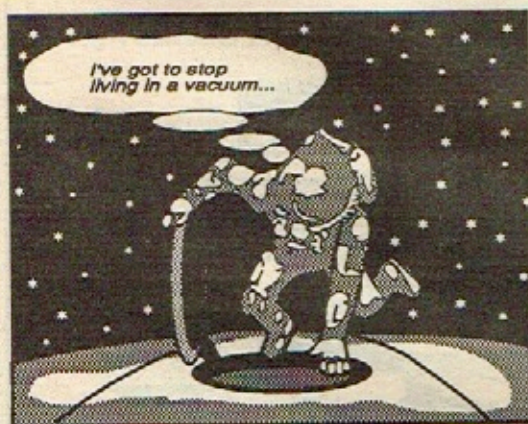
With this kind of response, it was a new game. Those present at the first meeting vote regular evening dinner meetings with a monthly membership fee and the executive got to work. VNUG was registered as a non-profit organization, meeting dates and format set for Four Seasons Hotel, speakers booked, memberships organized and a hundred other problems solved. Membership grew, and attendance at monthly meetings averaged 40 plus.

The first year was a roaring success, and filtered down to Novell. Moving to the St. Park Dining Pavillion allowed us to reduce the meeting cost for members. This improved attendance and made it easier to attract speakers.

Why The Netware?

Each meeting consists of a workshop focusing on a particular topic usually presented by a software or hardware manufacturer, followed by discussion and question and answer period, then our guest speaker. With the release of Netware V2.1 this year, functionality and therefore complexity of the increased substantially.

We decided to focus the workshops strictly on Netware specific topics and have a live demonstration available for each presentation and "hands on



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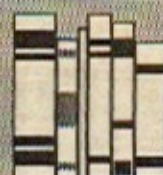
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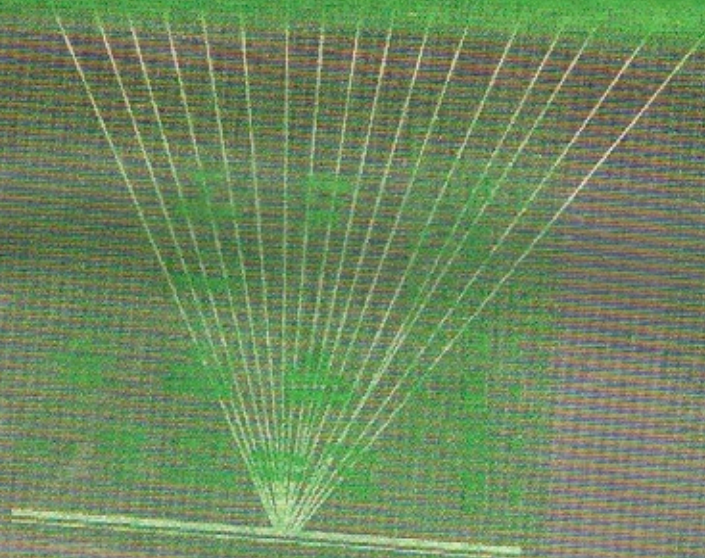
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Vol. 1 No. 2 March 1988

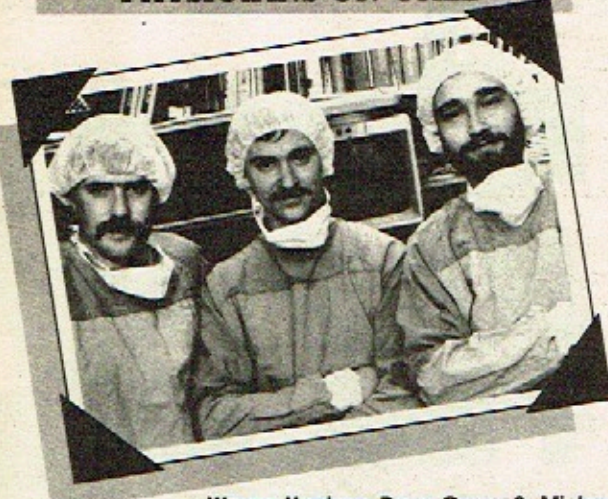
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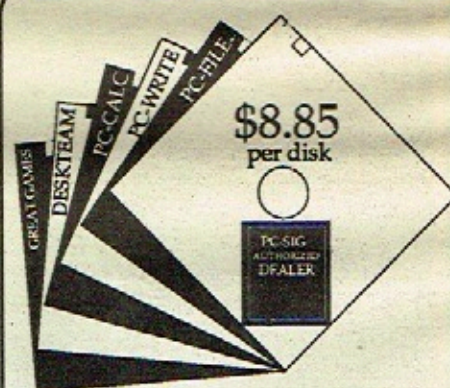
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British Columbia's Computer Information Source

March 1988

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Letter from the Editor

Thanks for the responses, our reader's survey is still being tabulated, but from the rate of response, we seem to have hit on a much needed publication. Our advertisers tell us you are giving them a good response as well. We appreciate it when you mention where you saw their ads. This helps us to sell ads, and the more ads we sell, the more coverage we can provide of the local scene.

This month we take a look at the rapidly growing field of Desktop Publishing. We start off with the latest rage in the "Desktop" field: Desktop Presentations. It is no surprise that the technology is being channeled into support for presentations. The real slick presentations these days are actually incorporating computers into the presentations via special attachments to projectors which allow the data to be "live". But I will leave the rest of the story to Bruce Wright.

I met Daken Ariel a while ago at a Vancouver Electronic Publishing Association (VEPA) meeting. When it came time to prepare this month's issue, I thought who better to lay the foundations than Daken with his depth of background and clear explanations.

Another old friend Zoey Brown gives the perspective on the state of the art, vs existing technology.

Desktop Publishing has created a great need for training as it puts many people into both new technology (computers) and new ideas (design). Mary Jane Devine gives some perspectives on the need for training and the needs of people in training.

And what publication on DTP can help but get into the debate of which program is best? Gordon Field of Mostly Mac in Surrey gives his version of "who is the fairest DTP program of all"

Dave Allen from PaNorAmA, the local Amiga user group, a militant and regular Amiga user, buttonholed us about the Amiga's new found capabilities. So we said we would give him some real estate for his views. Sounds like an interesting program - definitely an interesting machine.

Gordon Field gives us a perspective on the Shareware Alternative with a look at a powerful and inexpensive word processing program: PC-WRITE.

One of the benefits to belonging to the VEPA is that they occasionally sponsor an open house. This month we got an invitation to SYTEC. A fast moving company in a rapidly growing area.

Our calendar is bigger and better this issue. If your association or company has a listing, let us know, we will try to fit it in. If you attend one of these courses or meetings please tell the people running the event where you saw the listing for their course. And yes, we did get more than one classifieds this month. Remember the classified ads are FREE for individuals. Let us help you sell your products and services.

The reader survey is back, in a new and improved form. It is in an easily photocopyable size, has the address right on it and includes two new questions, one of which tells us where you picked it up, and the other which leaves more room for your comments. Thanks to all of you who sent them in, it is great getting the kind of supportive feedback that we did. If you want to get on our mailing list, be sure to fill it in and send it along and we will send you future issues.

Hope you enjoy the issue.
- Kirtan Singh Khalsa

Next Month in
THE COMPUTER PAPER:
Vancouver
Software
Companies
and more!

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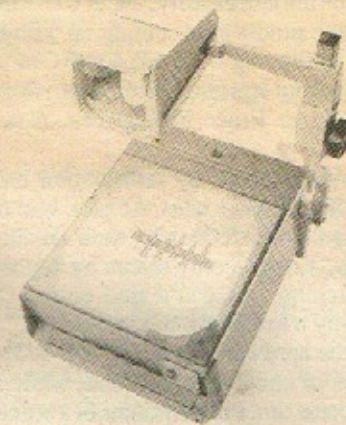
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NEWSBYTES

CD-ROM

NEWS ON CD-ROM COMES FROM USERS

CHICAGO (NB) — Jack Dreiss of Arthur Andersen & Co., the Big Eight accounting firm, says it's a competitive advantage to give auditors a stack of rule books on CD-ROM drives inside laptop PCs. Hospital emergency rooms are switching to CD-ROMs to get Micromedex, Mead Data Central's poison control database, on CD. Ken Shain's Geovision Inc. is making money selling U.S. Geological Survey Maps as a \$249 CD called "Windows on the World." Lotus Development is making more money than anyone repackaging data on corporations for bankers, brokers, and investors. Meanwhile, in Japan there's a mounting CD audio player glut which could turn into a CD-ROM drive price war aimed at Hitachi, which owns the U.S. market through its OEM, Amdek.

Microsoft's 3rd annual CD-ROM conference in Seattle March 1-3 is called "The Industry Emerges." Look for hypertext development kits, Microsoft's multimedia dictionary on CD-ROM, plus the usual raft of database owners and software publishers. If something emerges as a "standard" user interface, CD-ROM will exceed its 400% projected growth rate for 1988. CONTACT: Jack Dreiss, ARTHUR ANDERSEN & CO., (312)580-0669

OPTICAL STORAGE HAMPERED BY LACK OF STANDARDS, WEAK SOFTWARE

ATLANTA (NB) — CD-ROMs are the coming thing for storing masses of information. A single disk you can hold in your hand can contain up to 275,000 pages, or 550 megabytes, of information. Even a huge online database can fit on a single CD-ROM. And, since the CD-ROM drive is similar to the CD audio player, it can be made cheaply; Amdek's Hitachi-made drive costs just \$700. People have been predicting for years that CDs would soon overtake both floppies and hard drives as the storage medium of choice.

Why haven't they? One reason noted by Ken Shain of Geovision, producers of the GeoDisc CD-ROM with mapping data from across the U.S., is that developers underestimated how long it would take to organize the data on a CD-ROM so it could be retrieved easily. Other CD-ROM developers note that each producer is coming up with their own search software, so flipping from one CD-ROM to another is more like going from learning WordStar to WordPerfect than from listening to Bruce Springsteen, then Michael Jackson.

A third weakness noted by information broker Rob Aaron of Aaron-Smith Associates, Atlanta, is in the search software put onto the CD-ROMs by their developers. He says it's crippled. "You can only search by key words. It's not free-text searching," as you'd find online. "It's only searchable the way a printed index would be." The real problem is in the hardware, he adds. "CD-ROM players have access times of about a half-second, while magnetic media measure access times in millionths of a second. So it's hard to get the type of searching you'd get on Dialog or Lexis with the same database on CD-ROM. As a result, the flexibility is much reduced." The future may have to wait. CONTACT: Ken Shain, GEOVISION (404) 448-8224; Rob Aaron, AARON-SMITH ASSOCIATES (404) 688-6024

MICROCHIPS

CHIP BREAKTHROUGHS FROM IBM, GE, AND JAPANESE

SAN FRANCISCO (NB) — Several impressive new milestones have been reached in the semiconductor world, according to news coming from the International Solid State Circuit Conference. IBM says it has perfected the technology required to create the world's fastest DRAM chip. IBM's version retrieves a bit of information in just 20 billionths of a second — three times faster than current DRAMS.

General Electric announced a 32-bit chip with a very fast speed of 40 MIPS or millions of instructions per second. And from Texas Instruments and Rockwell International came yet another sign that gallium arsenide may soon replace conventional silicon in wafers. The two firms

showed chips based on this new material which is claimed to be cooler and faster than silicon.

But the biggest news came from the Japanese. NEC presented a paper claiming the world's fastest one kilobit RAM chip based on superconducting material. For speed, check out this access time — one bit in 570 trillionths of a second. Matsushita, Hitachi, and Toshiba also unveiled DRAMs which each hold 16 megabits of information. Don't expect to see them around, however, until at least 1991 or 1992.

CHIP SHORTAGE PLAGUES VALLEY

SAN FRANCISCO (NB) — While chip makers from around the world were in San Francisco trading news on the next generation of chips, Silicon Valley was complaining that it couldn't get enough of the current one's. In short supply are 256K and 1 megabit chips which for the most part are imported from Japan. Japanese firms claim the short fall is due to conversion of production lines from 256K to 1 megabit chip production. Meanwhile, the sudden shortage has pushed up the price from less than \$2 for a 256K DRAM last year to over \$3 today.

In a related story, Apple Computer has reportedly appointed a task force to look into whether the firm should make its own semiconductors. The task force is also charged with pinpointing future suppliers of custom chips called ASICs. The task force is expected to report its findings at the end of March.

MOTOROLA UNVEILS ITS RISC CHIPS

CHICAGO (NB) — Motorola is facing real competition for its new RISC chip series, designed for engineering workstations. The Sun SPARC chip is causing a lot of excitement. Last week Motorola fired back by putting out the specifications on its RISC chip set. Look for a 3-chip set which can run at 17 MIPS (million instructions per second), handling up to 50 MIPS in parallel processing. The main processor has both an integer and floating point unit, the first time both have appeared on the same slice of silicon. The two cache chips, one for data and one for instructions, result in a parallel flow of data, called a Harvard-style architecture. Motorola said over 200 companies are reviewing its RISC chip series, and early samples are already being evaluated. The name of the new chip and further details were not released, but all will be unveiled formerly during the second quarter. CONTACT: MOTOROLA, (312)397-5000

TOSHIBA STARTS VOLUME PRODUCTION OF 4M DRAM

Toshiba is expected to lead a 4M DRAM production race. The company will start volume production of its 4 megabit dynamic RAM in its Oita local factory in Southern Japan by the end of this year. For that purpose, Toshiba will modify part of the 1M DRAM facilities to 4M DRAM production lines.

INTEL WILL CUT PRICE OF 80386 MPU: INTEL JAPAN'S PRESIDENT

TOKYO (NB) — Intel will cut the price of its 80386 MPU by 20% by the end of this year, according to Intel Japan's president, who proclaimed the news at a business meeting on February 17. The price cut will be applied to its 20MHz 80386 version. The president says this price cut will be made when chip production is increased at its Albuquerque plant in New Mexico. With this price cut, Intel expects to boost the sales of its 80386 three times higher than sales in 1987.

JAPAN READY TO ENTER 16M-DRAM ERA

TOKYO (NB) — Three Japanese chip makers including Matsushita, Toshiba, and Hitachi, have developed a 16 megabit dynamic random access memory chip. These next generation chips will be shown at the International Solid State Circuit Conference (ISSCC) in San Francisco on Feb. 17. According to industry sources, Matsushita and Toshiba have applied a trench method, while Hitachi has used a stack method to develop these breakthrough chips. However, they are not the first makers to have developed a 16M DRAM. Japan's telecom giant NTT has already developed the same capacity chip, and introduced it at last year's ISSCC.

CANADIAN NEWSBYTES

ASSOCIATION SEEKS MEASURES TO STRENGTHEN SOFTWARE INDUSTRY

MARKHAM, Ont. (NB) — Canadian government, business and educational institutions should be working together to strengthen this country's software industry. So says the York Technology Association, a group representing high-tech companies in the Toronto suburb that is home to about half of Canada's computer industry. (IBM Canada, Apple Canada, Commodore Business Machines and AT&T Canada are all based in Markham.)

Canada missed the boat in computer hardware, the YTA

said in a recent report entitled THE SOFTWARE OPPORTUNITY: A CANADIAN PERSPECTIVE. "We cannot afford to do the same in software," the report contends. The document sets forth 36 recommendations under the headings of public attitude, marketing, financing, business and technical expertise, research and development, intellectual property, international trade and government procurement policies. Among the more significant recommendations, the YTA

- supports current free-trade negotiations with the U.S. and urges the government to launch similar initiatives with other countries,
- wants more generous tax incentives for private-sector research and development,
- calls for a high-profile scientific project to get the Canadian public more interested in science and technology,
- believes science education in Canada needs improvement, and
- wants programs to increase the marketing skills and resources of the software industry.

CONTACT: THE YORK TECHNOLOGY ASSOCIATION, Suite 132, 7305 Woodbine Ave., Markham, Ont. L3R 4V7, (416) 886-1987

WAIT AND SEE ATTITUDE PLAGUES TORONTO COMPUTER MALL

TORONTO (NB) — Several companies are interested in space in Toronto's Computer Mall, but they're all waiting for others to move in first. So far, only one company occupies the mall, completed last spring in the west end of Toronto. Office Equipment Ltd. uses its space there as a demonstration facility. Alain Sutton, president of Computer Malls Ltd., said that while he has several commitments from companies he did not name, most want to see more of the building's space occupied before they move in themselves.

Although things have gone slowly, Sutton said, "I have no doubt in my mind that there is a market ... Toronto is a big market, the need for it is there." He admits that the failures of some similar projects in the U.S. have made potential tenants more hesitant, but says the Dallas Infomart has proven that the computer mall idea can work. In the meantime, Computer Malls is running seminars in the conference centre that makes up part of its building, and carrying on consulting work. CONTACT: COMPUTER MALLS LTD., (416) 675-6500

SOFTWARE 88: NETWORKING AND PLATITUDES

TORONTO (NB) — About 225 delegates were at the Metro Toronto Convention Centre last week for Software 88, a symposium sponsored by the federal Department of Communications and the Ontario Ministry of Culture and Communications. The value of the conference for most was probably best summed up by a delegate overheard talking on a pay phone early on the conference's first day. "It's good," he said, "I've made one good contact already." Delegates were welcomed by the federal and provincial ministers responsible for the conference, both of whom said nice things about the software industry and nothing much else. Other sessions dealt with basics of telecommunications, marketing, export strategies and similar topics.

PAY UP FASTER ON TAX CREDITS, HIGH-TECH FIRMS TELL OTTAWA

OTTAWA (NB) — Canadian firms that qualify for research and development tax credits wait as long as two and half years to get the money. That's one of the findings of a survey by the Canadian Advanced Technology Association (CATA). CATA says the delay is unacceptable, and it's making life difficult for Canadian high-tech companies. The association wants the payments made faster, and it says the government has "overreacted" to scandals surrounding the Scientific Research Tax Credit program in which Ottawa paid out large sums for research that was never done.

The SRTC program cost Ottawa about C\$3.5 billion in foregone tax revenues. About 65 companies are still being investigated in connection with the program, which was closed down in 1985. Seven charges of fraud have been laid. Since that debacle, the government has checked out companies very carefully before paying out tax credits. CATA says Ottawa's caution is destroying the tax breaks' incentive effect, and says the government must find a way to process claims faster.

ONTARIO TO SELL 3 TECHNOLOGY CENTRES

TORONTO (NB) — Three of the Province of Ontario's five technology centres will be sold to the private sector, provided buyers can be found. Rick Winston, a spokesman for the provincial Ministry of Industry, Trade and Technology, told NEWSBYTES CANADA the centres were never intended to be government-run forever. He said the Centre for Microelectronics in Ottawa, the Centre for Automotive Parts

NEWSBYTES are compiled by Wendy Woods (Western USA), Ken Maize (Eastern USA), Dana Blankenhorn (South & Midwest USA), Masayuki Miyazawa and Keizo Yamamoto (Japan), Grant Buckler (Canada), Steve Gold (UK) and Peter Vekinis (Europe). Copyright © 1988 NEWSBYTES



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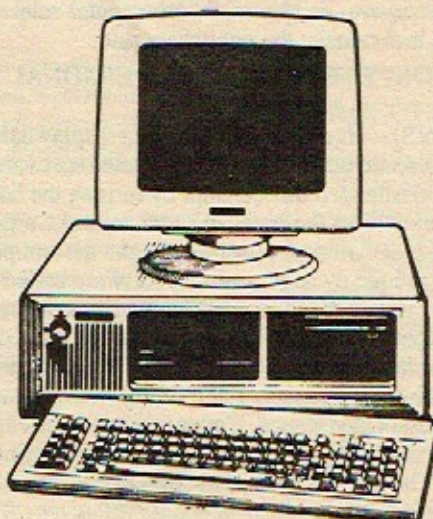
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Dear Reader,

Welcome to the Computer Paper, this is our second issue. We hope you are enjoying it. We would like to start things off right by getting some feedback from you. As an incentive, we will put you on our mailing list if you take the time to fill in the questions below.

The questions are to give us an idea of what's happening to our efforts, and to give us direction as to where you would like to see it go. It also gives us something to tell our advertisers when they ask "who's reading it?" So we encourage you take a few moments and fill in the answers.

1) Which articles did you read? And how do you rate them 1- 10. (10 is good, 1 is bad.)

Name of Article	Rating

2) How many other people read your copy of The Computer Paper?

- | | |
|---------------|---------------|
| 1) Nobody | 2) One person |
| 3) 2-5 people | 4) 6 or more |

3) Do you plan to keep the paper after you read it?

- | | |
|--------|-------|
| 1) yes | 2) no |
|--------|-------|

4) What is your position in the company?

- | | |
|----------------------|-------------------|
| 1) President/CEO | 2) Vice President |
| 3) Senior Manager | 4) Middle Manager |
| 5) Entrepreneur | 6) Consultant |
| 7) Salaried Employee | 8) Other |

5) Are you: 1) Male 2) Female

6) What best describes your office?

- | | |
|------------------|-----------------|
| 1) Branch office | 2) Local office |
| 3) Head office | 4) Other |

7) Do you influence your company's decisions on purchasing, leasing or renting any of the following? Check all those that apply:

- | | |
|------------------------|------------------------|
| 1) accounting services | 2) Desk top publishing |
| 3) computer consulting | 4) computer hardware |
| 5) computer software | 6) office equipment |
| 7) office furniture | 8) computer stationery |
| 9) telecomm. equipment | 10) on-line computing |
| 11) none of the above | 12) other |

8) What category best describes the industry you work in?

- | | |
|---|------------------------|
| 1) retail trade | 2) wholesale trade |
| 3) manufacturing | 4) construction |
| 5) resource based | 6) banking and finance |
| 7) insurance | 8) accounting |
| 9) business services | |
| 10) transport/communications | |
| 11) professional: health, legal, education | |
| 12) professional: engineering architectural | |
| 13) public service/government | |

9) How many employees work for your company in the Vancouver area?

- | | |
|------------|-------------|
| 1) 1-5 | 2) 6-10 |
| 3) 11-25 | 4) 26-50 |
| 5) 51-100 | 6) 101-250 |
| 7) 251-500 | 8) 501-1000 |
| 9) 1000+ | |

10) What is your company size by total annual sales/revenues?

- | | |
|--------------------|--------------------|
| 1) Under \$100,000 | 2) \$100-250,000 |
| 3) \$250-500,000 | 4) \$500-1,000,000 |
| 5) \$1-5 million | 6) \$5 million + |
| 7) other | |

11) How old are you?

- | | |
|-------------|------------|
| 1) under 25 | 2) 25-34 |
| 3) 35-44 | 4) 45-54 |
| 5) 55-64 | 6) over 65 |

12) What is your highest level of education?

- | |
|-----------------------------------|
| 1) High School |
| 2) Some/completed post- secondary |
| 3) University degree |

13) In what area do you live?

Postal Code: _____

14) What is your household income?

- | | |
|--------------------|--------------------|
| 1) under \$30,000 | 2) \$30,000-39,999 |
| 3) \$40,000-49,999 | 4) \$50,000-59,999 |
| 5) \$60,000-69,999 | 6) Over \$70,000 |

15) Where did you pick up your copy of the paper?

16) What would you like to see more of in the paper?

- ☐ Yes, send me a subscription
☐ No, don't send me a subscription

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in St. Catharines and the Centre for Advanced Manufacturing with facilities in Cambridge and Peterborough will be put on the block.

Winston would not comment on whether any private-sector buyers are interested in the centres, none of which turn a profit. However, he said his ministry "expects they can be profitable."

He said the Ministry of Industry, Trade and Technology plans to continue operating its Centre for Resource Industry Technology in Sudbury, while the Centre for Farm Machinery and Food Processing Technology in Chatham will be turned over to the provincial Ministry of Agriculture and Food.

INFOMART ONLINE, Toronto on-line database operator, has added The Canadian Press news wire to its retrieval service, which already offers an assortment of Canadian and U.S. daily and weekly newspapers.

NCR CANADA PRESIDENT BOOSTS FREE TRADE WATERLOO, Ont. (NB) — NCR Canada Ltd. "fully supports and has a vital interest in the creation of an international marketplace based on open markets without borders, tariffs or other restrictions," according to Donald J. Albers, president of NCR's Canadian subsidiary, based in Mississauga, Ont.

Speaking to an international group of economics and commerce students in Waterloo, Albers backed the idea of a free-trade agreement between Canada and the U.S. — an idea which has attracted support from the business community in Canada, near-hysterical opposition from a sizeable part of the Canadian population, and virtually no attention in the U.S.

"Setting aside fears about social or political domination, the real issue is how should Canadian firms do business to compete effectively in the U.S. and around the world," Albers said. "Effective competition is certainly what we must be sensitive to, and continually strive for."

Albers joins IBM Canada President John Thompson and heads of several high-tech industry associations here in his support for the agreement. CONTACT: NCR CANADA LTD., 6865 Century Ave., Mississauga, Ont. L5N 2E2, (416) 826-9000

THE VANCOUVER TECHNOLOGY MARKET LETTER will fold unless the business can be restructured soon. Publisher David Roberts told THE FINANCIAL POST recently his 10-month-old newsletter has failed to attract enough subscribers to be viable. He said subscribers will get back 80 per cent of undelivered subscription costs.

DESKTOP PUBLISHING

BRODERBUND, San Rafael, Ca., says it has sold its one millionth copy of The Print Shop. Originally introduced in 1984, the program quickly became a favorite and has remained on SoftSel's Hotlist for 185 weeks.

DTP HELPS CREATE INSTANT BOOK ON CALGARY OLYMPICS

CALGARY (NB) — If you think those downhill skiers and bobsledders are fast, you ought to see the writers and editors at Murray Love Productions.

One writer and 70 photographers working for the Vancouver-based publisher covered the progress of the Olympic Torch across Canada. Along with a team of editors and artists back in Vancouver, they're producing a 224-page book entitled "Share the Flame," to be launched on February 25. What makes this possible is desktop publishing using IBMPS/2 computers and Pagemaker software, plus an IBM PC Convertible on the road. And plenty of coffee, no doubt. CONTACT: MURRAY LOVE PRODUCTIONS, (604) 687-6833

COREL RELEASES DTP TOOLS

OTTAWA (NB) — Corel Systems Corp., a maker of desktop publishing software, has introduced two new text manipulation programs for MS-DOS computers. Corel Headline lets users add, delete or modify text, lines and graphic figures, and provides an assortment of screen patterns. Output is in PostScript format and can be imported into Ventura Publisher or PageMaker. Corel Newfont allows creation of hollow, shadowed, shaded, skewed, angled or stretched versions of standard PostScript fonts. Each of the two packages will sell for C\$250. CONTACT: COREL SYSTEMS CORP., 1600 Carling Ave., Suite 190, Ottawa, Ont. K1Z 7M4, (613) 728-8200

GENERAL

THE COMPUTER PAPER GOES AFTER WEST-COAST MARKET

VANCOUVER (NB) — British Columbia now has its own

monthly publication for the consumer PC market. THE COMPUTER PAPER, a monthly tabloid, will be distributed free. Backers expect an initial circulation of about 30,000. Publisher Kirtan Singh Khalsa says the paper will deal with Canadian payroll programs, locally produced compatibles, the Western Canada software industry and information on local bulletin board systems. Its editorial content also includes portions of NEWSBYTES.

Distribution will be through computer stores, newsstands, bookstores, and by mail to computer-related businesses and individuals, the publishers said.

IMPROVING EYESIGHT WITH PERSONAL COMPUTER

TOKYO (NB) — Is a personal computer display harmful to our eyes? It could be yes. But Tokyo-based software house Copus has challenged this concept by turning the hardware from the ailment to the cure. In order to make a personal computer a tool to improve user's eyesight, the company has developed unique eyesight training software called Mieta-kun. The software displays eye training rings on the screen while the "patient" keeps watching them from the distance using a special long cable connected to the keyboard.

Copus has applied theory of training eyesight, staring at stars and distant landscapes. Copus is planning to export the software in the future. If you believe it, buy and try using the software. The software is priced at 24,800 yen or \$190.80. And its extended cable costs about 10,000 yen or \$76.90.

FLOPPY DISKS FOR THE BLIND

COLORADO SPRINGS, Co. (NB) — For the first time, a manufacturer of disk packaging materials has addressed the needs of the blind computer user. Brown Disc, in association with Dr. Dean Tuttle at the University of Northern Colorado, has designed labels for disks and packaging that enable a blind person to read the contents of the package and the description of the disks in Braille. The special packages of Braille diskettes also come with a label kit with which additional Braille labels can be created.

CONTACT: Lowell Bell, BROWN DISC, 303-593-1015

LOCAL AREA NETWORKS

LANs BOOMING ACROSS THE LAND

PLYMOUTH MEETING, Pa. (NB) — Dollar sales of communication devices grew by 28 percent and unit sales by 24 percent for September-November 1987, according to IMS America. The IMS National Computer Retail Report on sales to computer retailers shows extremely rapid growth in network devices, up 74 percent in dollars and 148 percent in unit sales over the same period in 1986. Modem sales increased 18 percent in dollars and 36 percent in units (modern prices really have been falling). Other devices — mostly micro-to-mainframe gear — grew 15 percent in dollars but fell 33 percent in volume, says IMS America.

NOVELL SYSTEMS, Orem, UT, is beginning to regret ever getting into the business of selling hard disks. A reorganization announced recently could be the first step toward selling the former Santa Clara Systems, says "Infoworld."

CMQ OFFERS ELECTRONIC QUOTE SYSTEM FOR LANs

TORONTO (NB) — CMQ Communications Inc. has introduced MarketLAN, a system that allows PCs on a local-area network to share one connection to CMQ's AutoQuote stock-market data service. AutoQuote provides dynamically updated quotations on more than 75,000 investments on all major North American exchanges. MarketLAN will work with commercial local-area networks, including Ethernet and IBM Token Ring.

The system was developed with LAN Services Inc. of New York, a network vendor. It is to be available in June, according to CMQ. Live access to data offered by Telerate Inc. of New York, which owns CMQ, will be available in the third quarter. CONTACT: Robert J. Bartolotta, CMQ COMMUNICATIONS INC., 55 Yonge St., Suite 1102, Toronto, Ont. M5E 1J4 (416) 365-7171

MACINTOSH NEWS

APPLE LAPTOP SCREEN CHOSEN

CUPERTINO, Ca. (NB) — Apple has selected a technology called "active matrix" LCD for its coming Macintosh laptops, according to MACWEEK magazine. Apple is said to be ready to order 10,000 of the screens each month from Osaka, Japan-based Hosiden Electronics, starting in July. Active matrix technology, currently found in some handheld Japanese television sets, has a transistor at each pixel on screen instead of the conventional method of connecting each pixel via wires to a transistor. The end result is said to be faster, cooler-running, and higher in contrast than cur-

rently available LCDs.

APPLE BUYS QUICKDRAW, PASSES UP DISPLAY POSTSCRIPT

CUPERTINO, Ca. (NB) — Apple has made official its choice of a new screen routine and the winner is Andy Hertzfeld's enhancements to QuickDraw — QuickerDraw. The software is expected to be included in coming versions of the Macintosh and will not be an exclusive Apple property. Hertzfeld says he's also licensing it to Radius Corp., among others. QuickerDraw is supposed to be three times faster at addressing the screen than its forebear. In case you can't wait to get it, QuickerDraw is also going up on bulletin board systems across the country where Andy will give it away free.

APPLE'S UNVEILS UNIX OPERATING SYSTEM

CUPERTINO, Ca. (NB) — Apple Computer has introduced a UNIX operating system for the Macintosh II at Dallas' UniForum convention, an international forum for the Unix community. The new A/UX operating system is expected to be the boost Apple Computer needed to propel it into federal buying circles. UNIX is the most widely used operating system in Washington and Apple has been trying to penetrate the lucrative federal market for over a year.

A/UX can be purchased installed on an 80 megabyte hard disk in a complete Macintosh II ensemble for \$8,600 to \$10,745, depending on options. Or current Macintosh II owners can purchase the operating system with an upgrade "bundle" consisting of an 80 megabyte internal or external Apple Computer hard disk installed with A/UX and PMMU, and 4 megabytes of RAM. That will run slightly less than \$5,000.

And for the first time, Apple has offered a comprehensive support program. Buy the hardware and you get free manual and software updates. Buy an enhanced support contract for \$3,395 a year and get access to a toll-free hot line direct to the UNIX gurus at Apple.

NEXT APPLE INTRODUCTION: CD-ROM

CUPERTINO, Ca. (NB) — Apple is widely expected to introduce its long-awaited CD-ROM (compact disk read only memory) drive on March 4 at the next Microsoft CD-ROM conference in Seattle. Speculation has it that the device will cost about \$1,500. Apple will become the second major computer company to introduce its own brand-name CD-ROM drive provided that Atari, the first firm to offer a CD-ROM drive, keeps its promise of shipping the drive this month, February. No advance word on what programs will initially be offered for the drive, but they are to be announced at the same time as the drive's introduction in Seattle.

VIRUS ATTACKS MAC; HARMLESS "FOR NOW"

SAN FRANCISCO, Ca. (NB) — Between February 6 and 8, some 40 or so people downloaded a file from GENIE and CompuServe described as a discussion of unannounced Apple products. What they got was an unannounced intruder in their system file and the first known "virus" attack on a Macintosh which made headlines around the world.

The virus program, created by MACMAG, a Canadian Macintosh magazine, was designed to hide in a Macintosh system file until March 2 at which time it would emerge and display a message of peace. Then it would erase itself. But its apparently benign purpose was not known until after two days of investigations by the CompuServe user group staff who feared the program, titled NEWAPP.STK, would destroy system files and data. They now report the program is "harmless" but the potential for data destruction was clear.

BRAZIL KILLS ITS OWN MAC CLONE

CUPERTINO, Ca. (NB) — Apple Computer is celebrating a victory in its battle to beat back the only known clone of the Macintosh. The government of Brazil has rejected an application by Sao Paulo, Brazil-based Unitron to market a Macintosh 512K clone in Brazil, on the grounds that it is not original enough to receive government approval.

The sudden concern by the Brazilian government for the issue of originality comes in light of the Reagan Administration's new tariffs against Brazilian imports due to the Brazil's cavalier attitude toward international copyright law.

ASHTON-TATE BUYS ANN ARBOR SOFTWARES

TORRANCE, Ca. (NB) — In a surprise move, Ashton-Tate has moved into the Macintosh market in a big way with the purchase of Ann Arbor Softworks and its Macintosh software including FullWrite Professional, a word processor with built-in desktop publishing features, and the FullPaint graphics package. Ashton-Tate also unveiled two other new products born of the wedding, Full Impact (\$395), a spreadsheet with word processor, report generator, and some desktop publishing features. It will be available on July 31.

dBase Mac RunTime, \$795, allows programmers to distribute dBase applications without buying the full program.

Ashton-Tate's purchase of Ann Arbor Softworks, in the making for months according to sources, could have been worth an estimated \$30 million dollars although no price for the takeover was disclosed.

WORDPERFECT PROMISED BY MARCH 21

OREM, Utah (NB) — People who bought buggy beta versions of WordPerfect at the MacWorld Expo probably won't see the real thing until some time in March, according to the company. WordPerfect charged buyers \$99 for a beta copy of the WordPerfect word processor at the fair, that's one fourth the expected retail price of \$395. In fact this is also the third MacWorld Expo in which the product has been promised.

Some 1,500 have snapped up the offer and are participating in the debugging process. Comments about bugs are being sent to WordPerfect via the phone and electronic mail. Meanwhile, WordPerfect is also planning to up its price to dealers five percent by March 21, the date dealers say they've been promised the first shipments of WordPerfect.

APPLE KICKS OFF BUSINESS FORUMS

MARKHAM, Ont. (NB) — Apple Canada Inc. is wooing Canadian business with a series of "business forums" in five cities this month. Apple says more than 10,000 people are expected to attend the sessions in Toronto, Ottawa, Edmonton, Montreal and Vancouver. The business forums will combine seminars, a product expo, and a software showcase featuring third-party business software for the Macintosh.

Registration for the forums is free. Public sessions are in Toronto on February 16, Ottawa February 19, Montreal February 22 and 23, Edmonton February 25 and 26, and Vancouver February 29 & March 1. CONTACT: APPLE, 1-800-387-9683, ext. 50

APPLE CANADA INC., Markham, Ont., is pleased that the Federal Court of Canada has found several companies and individuals in Vancouver guilty of contempt of court for defying injunctions against selling Apple II clones. O.S. Micro Systems Inc., Comtex Micro Systems Inc. and individuals associated with the two companies pleaded guilty to the charges.

APPLE SEES 30% GROWTH IN '88, POSSIBLE LAPTOP, NEW II IN '89

CUPERTINO, Ca. (NB) — Apple Computer Chairman John Sculley told shareholders that Apple's revenues should grow 30% this year — up 9% over 1987's growth figures — at the firm's annual shareholders meeting. Said Sculley, "We are on our way to becoming the \$5 billion company that we hope to be by 1990." The mood was clearly upbeat as shareholders also approved the appointment of astronaut Sally Ride to Apple's board of directors.

Sculley told the crowd 1988 will be the year of communications, "just as 1987 can be characterized as the year of the CPUs." He said Apple will introduce a host of communications products to link Macintoshes with other computers, a prediction which is already manifested with Apple's introduction of new programming tools for Macintosh network access (see next story).

In a separate meeting with analysts, Sculley mentioned that he would like to see a smaller, lower-priced Macintosh II, but gave no date for such a product. His public relations officers later cleared up the ambiguity by saying a lower-end Macintosh II will not appear until 1989. To Sculley, "low end" means a complete Mac II system for \$6,000 instead of \$7,000 to \$10,000.

Apple isn't talking about rumors of a laptop that could be introduced as early as March. Several sources at MacWorld Expo report seeing a prototype laptop Macintosh with looks similar to the Toshiba T3100 and a high resolution, new technology screen.

APPLE INTRODUCES SOFTWARE TO HELP MACS NETWORK

CUPERTINO, Ca. (NB) — New tools for programmers are aimed at blasting away any remaining barriers between the Macintosh and the IBM world. Apple Computer has introduced MacWorkStation, software which allows Macintosh features, such as pull-down menus, icons, and windows, to be a universal interface for all computers on a network. Also introduced was a product called MacAPPC, another tool to connect Macs with IBMs. Apple's Sculley has called 1988, "the year of communications," indicating these are only the tip of the iceberg of products Apple will introduce for communications and networking this year.

THE STOCK MARKET

HEWLETT PACKARD'S SHINING FISCAL QUARTER

PALO ALTO, Ca. (NB) — Hewlett Packard continues to stun Wall Street with incredibly good earnings. In its last financial statement, the firm claims to have seen profit jump 54% to \$179 million, compared to this time last year. Sales amounted to \$2.2 billion. HP's chief executive says orders are up 26% compared to 1987 and are the "highest for any quarter in history." Analysts are fond of using HP as a thermometer for the general health of the computer industry. Consequently this latest report prompted one to proclaim "the industry is in good shape."

COMPAQ, Houston, credits retail dealers with getting it over the \$1.2 billion sales mark, and announced improvements to its Salespaq dealer support program. New parts and Yellow Pages ad programs are among the big enhancements.

UNISYS CORP. of Blue Bell, Pa., expects double-digit growth in profits this year, according to Chairman W. Michael Blumenthal. Blumenthal told analysts he expects revenue of between \$15 billion and \$17 billion by the early 1990s. Last year, the company earned \$578 million (\$3.13 per share) on \$9.7 billion in sales.

BCE INC., Montreal-based parent of Bell Canada, Northern Telecom and several other companies, has acquired nearly 600,000 shares of Memotec Data Inc., also of Montreal, giving it 29 per cent of Memotec in all. Memotec in turn owns Teleglobe Canada, which provides overseas satellite communications.

LINEAR TECHNOLOGY INC., an integrated circuit manufacturer based in Burlington, Ont., made a profit of C\$2.7 million in the year ended Dec. 31, up from C\$1.7 million in the previous year. Revenues rose, too — from C\$12.4 million to C\$17.2 million.

COMPUTER INNOVATIONS DISTRIBUTION INC., Brampton, Ont.-based operator of all Canadian ComputerLand franchises, made C\$3.1 million in the 40 weeks ended Jan. 2, up from C\$2.1 million in the 39 weeks a year earlier. Revenue climbed to C\$211 million from C\$174.9 million.

LSI LOGIC CORP. OF CANADA, Calgary, reported a profit of C\$3.7 million in the year

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ended Dec. 31, up from C\$2.1 million the year before. Revenues rose to C\$23.2 million from C\$14.6 million.

MEMOTEC DATA INC., Montreal, has got nearly all the common shares and more than half the preferred shares of Toronto-based service bureau Polycom Systems Ltd. under its purchase offer. Polycom will become a Memotec subsidiary.

LOTUS POSTS RECORD PROFITS, ENHANCES MANUSCRIPT

CAMBRIDGE, Mass. (NB) — Bouyed by continuing strong sales of its 1-2-3 spreadsheet, Lotus Development Corp. has reported record sales and earnings for the fourth quarter and for the 1987. Sales in the quarter jumped 41 percent to \$115.6 million compared to \$81.8 million in 1986. Profits for the quarter were \$22.9 million (50 cents per share), compared to \$15.6 million (35 cents per share) last year. For the year ended December 31, Lotus posted net income of \$72 million (\$1.58 per share) on sales of \$395.6 million, compared to 1986 figures of \$48.3 million in earnings (\$1.03 per share) on sales of \$282.9 million. Lotus said 1-2-3 sales set successive records in each of the last three quarters of 1987. Analysts believe Lotus sold a million copies of the venerable and endurable spreadsheet during 1987.

Lotus has also upgraded Manuscript, its high-end word processing program, to the point that the program functions as a mid-level desktop publishing program. Manuscript 2.0 supports a greater number of graphic formats, including .DXF (AutoCad and VersaCad), PC Paintbrush, and TIFF, as well as the several graphic files version 1.0 handled. The new version of manuscript also includes macros, downloadable fonts, math functions, and an integrated thesaurus. Available in March, Manuscript will be \$495. Users of 1.0 can upgrade for \$75. Contact 1-800-TRADEUP.

COMMODORE RINGS UP STRONG QUARTER, SHOWS UP IN BUSINESS STORES

WEST CHESTER, Pa. (NB) — Commodore International continued its strong financial comeback, with second quarter earnings of \$20.7 million (65 cents per share) on \$455.6 million in sales, versus profits of \$16 million (50 cents per share) on sales of \$446.8 million. Also, Commodore's Amiga and Amiga 2000 are beginning to show up in retail outlets catering to businesses, indicating that the powerful Amigas may be able to make the same leap to the business world that Apple has recently accomplished. Several Washington-area stores, including Standard Business Systems, a long-time computer retailer, has started giving the Commodore products floor space and customers have been surprised to see how powerful and capable the Amiga is, reports Standard. Commodore Chairman Irving Gould said the Amiga "is being established solidly and currently represents 40 percent of total revenues."

OS/2

MICROSOFT RELEASES OS/2 PRODUCTS

REDMOND, Wa. (NB) — There are now five new languages, dubbed the "first generation," for IBM's OS/2, and two new development kits from Microsoft. In this major update, Microsoft says the languages and utilities released will allow programmers to write for both the new generation of IBMs and MS-DOS applications. The products include the C Optimizing Compiler Version 5.1, BASIC Compiler 6.0, Macro Assembler Version 5.1, FORTRAN Optimizing Compiler 4.1, Pascal Compiler 4.0, OS/2 Programmer's Toolkit and Windows

2.0 Software Developer's Kit.

The OS/2 Programmer's Toolkit is similar to the version put out by Microsoft one year ago. But instead of a \$3,000 price tag, this tool kit carries a \$350 price. "That was for the few of them," says Steve Balmer, Microsoft's vice president for systems software, referring to the pricey version. "This is for everybody."

COMPAQ SHIPS ITS OS/2

NEW YORK (NB) — Compaq began shipping its version of Microsoft's OS/2 for its 80286 and 80386-based machines, at a flashy New York press conference. The folks from the ranch said their version is fully compatible with IBM's OS/2, which first shipped last October. As usual when comparing itself to IBM, Compaq's people said their stuff is faster. "As expected, MS OS/2 delivers better performance on Compaq 80286 and 80386-based personal computers than similarly configured IBM PS/2 products running IBM OS/2 because of the higher system performance of our personal computers," said Compaq president Rod Canion. Canion added the next version of MS OS/2 will include a version of the Presentation Manager, still unreleased by IBM, and Compaq OS/2 users will be able to upgrade to it for a small fee.

CONTACT: Jeff Stives, COMPAQ (713)370-0670

OS/2 DEVELOPMENT ADVANCES WITHOUT PRESENTATION MANAGER

MARIETTA, GA (NB) — ZSoft last week launched the OS/2 version of its Publishers' Paintbrush product. President Mark Zachmann admits the new product is not, by itself, a reason to move to OS/2, but hopes other products will make the switch look like a good move by Comdex this spring. "Within 12 months there will be a lot of applications," he predicted to NEWSBYTES. "Actually, it was quite easy," he added about the conversion process. "It's not nearly as big a deal as people thought. If you write for DOS, and keep the things OS/2 can do, like multitasking, in mind, it is easy." But using the IBM Presentation Manager, due out later this year, the conversion process would be more difficult. The OS/2 version of Publisher's Paintbrush will cost \$285.

CONTACT: Mark Zachmann, ZSOFT, (404)428-0008

QUADRAM, Norcross, is prepared to challenge the Micro Channel patents held by Computer Automation, Irvine, CA, which IBM licensed. Costs of acknowledging the patent, first given in 1973, are \$300,000 to start and \$2.50 per megabyte for all boards sold.

OS/2 FOR NEC PC-9801

TOKYO (NB) — NEC has started selling an application program development kit in OS/2 for NEC's best-selling personal computer the PC-9801. Insiders say more than 100 sets were sold to software houses. The price of this kit is 99,000 yen or \$762. NEC is planning to release the end user version of OS/2 for the PC-9801 in June. The price is expected to be around 60,000 yen or \$462. Meanwhile, Fujitsu will also ship its own version of OS/2 for its computers this summer. The company has extended OS/2 in its own way, making it compatible with various levels of Fujitsu's computers, from mainframes to PCs.

CONTACT: NEC, 1-4-28 Mita, Minato-ku, Tokyo 108

E TU, INTEL? — PS/2 CLONE CHIPS ON THE WAY

SANTA CLARA, Ca. (NB) — Intel Corporation executives briefed several hundred employees on plans to introduce a PS/2 chip set and VGA chip which are fully compat-

ible with IBM's new products recently, according to PC WEEK magazine. The weekly says Intel will announce the chip sets in the second quarter and probably will not begin manufacturing them until late 1988 or early 1989. Intel is in a particularly cozy situation with IBM as it already supplies a majority of the microprocessors and related parts used in IBM machines. Until recently, IBM also owned 20% of the company's stock. The micro industry with PS/2 clones in the wings has been cowering from IBM's legal muscle should they introduce PS/2-compatible products. IBM has publicly declared its intention to pursue all who dare to tread across its Micro Channel Architecture. But Intel's entry into the arena may provide the clone-makers with new confidence since IBM, dependent on Intel's chips, is unlikely to sue its partner. An Intel spokeswoman would not confirm or deny the report but industry insiders tell NEWSBYTES the story is most likely true.

MICROSOFT PREDICTS OS/2 WILL TAKE 3 YEARS TO BLOOM, CHARTS MICRO SALES

REDMOND, Wa. (NB) — Who would be in a better position to track micro sales than the firm which has a monopoly on their operating systems, having sold one to virtually all PC manufacturers? That's right, Microsoft. And the company has finally broken its silence on the subject by saying that PC sales grew 30% last year and will grow another 26% this year to 8.2 million units worldwide.

As for its OS/2 operating system, Microsoft predicts 55% of all IBMs or compatibles sold in 1988 will be models capable of running OS/2 applications. But it will be 1990 or 1991 before the majority of users are actually running OS/2 applications.

PC NEWS

OLD FRIEND GETS FACELIFT: DBASE IV

TORRANCE, Ca. (NB) — Ashton-Tate has introduced a version of its dBASE software which has a new "look and feel" along with some major organ transplants. dBASE IV is said to be faster and simpler to use than its predecessor, can be used in a network, and can run on both MS-DOS machines the OS/2 operating system. Ashton-Tate says it's put all the bells and whistles into this new version — but at least one of them blew the lid off the presentation. The program reportedly crashed during the press conference. But Ashton-Tate promises all the bugs will be eradicated by the time dBASE IV goes on sale — this July.

The product will carry a whopping \$795 price tag, \$100 more than dBASE III Plus. But current owners of a dBASE product can upgrade at a substantial discount.

IBM MAKES PROMISES IN BOCA

BOCA ROTON, FL (NB) — IBM executives offered some glasnost (openness) in a Boca Raton press briefing on the PS/2 line last week, two weeks after unveiling their version of perestroika (restructuring). Promises were made on future introductions. Among them:

*3.5 inch hard disks carrying 100 megabytes of data;

*5.25 inch hard disks with up to 500 megabytes;

*A 2 inch hard drive which could hold 50-60 megabytes, due next year;

*A 5.25 inch optical disk drive, again for sometime next year. No promises were made on an IBM CD-ROM — instead the company demonstrated an IBM system with 4 Sony CD-ROM drives strung together.

*High-resolution graphics (its 8514A card) built right into the motherboard.

CONTINUES ON PAGE 18

Desktop Presentations

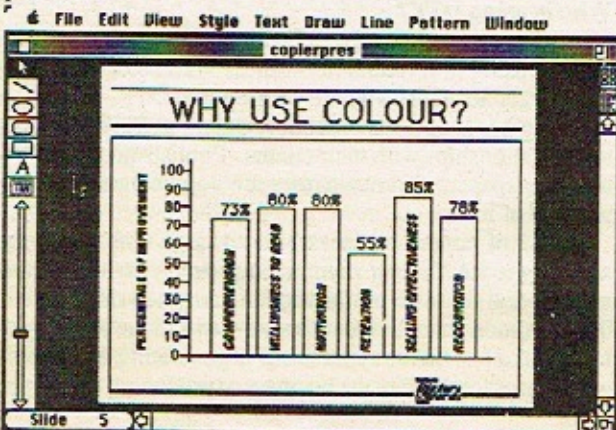
Fast and slick- from computer to overhead projector

Desktop Presentations: The D-Word strikes again

The computer industry loves buzzwords, and one of the most loved is Desktop. Desktop publishing has become a mechanism for selling considerable amounts of hardware, software and printers, with Apple being the chief beneficiary. Of course any selling opportunity doesn't remain unchallenged for long, so now we find the MS-DOS world rushing to establish their systems as being ideal for the office page document needs.

Well, desktop presentations is about to emerge as the next desktop market, with Apple challenging what has been up until now an MS-DOS exclusive.

Many of the tasks done by desktop publishing are not for publication but for use in business presentations. What we will see in the near future is a rapid rise in the abilities of software packages to handle the unique needs of the business presenter.



Microsoft's PowerPoint allows you to rapidly assemble and organize a Desktop Presentation

What is Desktop Presentation?

Getting your points across calls for dealing with these issues.

- Communication
- Communication of knowledge
- Speaker Support
- Control of the Process

Before when you wanted to do any of the above, you had chose either to farm it out or develop your ability to create great graphic presentations with the tools in your desk. Desktop presentation tools give the ability to do a presentation on your own that looks like you had the graphics department do, without taking over all your time. This may seem like a luxury you may not immediately need, but wait until you get a taste of what it can do to keep an audience awake.

Public speaking ranks as one of the high stress areas for most people, so methods of reducing the stress of this task will find ready acceptance in the office.

With this type of system you can integrate your ideas with industry data supported by graphics, changing the composition for each audience or method of presentation such as overheads or slides, along with handouts. The addition of new accessory hardware allows you to even use the computer to be the means of presentation, if you add a LCD data panel to an overhead projector, or even a full colour video projector.

The basic promise for desktop presentation is that it puts you in charge of presenting, which is the way it should be in any case.

Planning: You may hate it but you'll hate flopping more!

In planning your presentation you must identify the key points that you want your audience to remember. Describing the topic will be the next area of focus, as not all the audience will be as familiar with it as you are. This is the time for general explanation. You now need to add supporting evidence, to make your points believable by the audience. In each stage the graphic control that desktop presentations can give will aid the presentation.

Producing: If the presentation looks good, so will you.

As very few of us do this type of thing everyday it is well advised to consult a style guide to get some tips on how to give a presentation. The 3M guide "How to run better business meetings" is a good primer.

Coming up with a consistent look & feel to your visuals will make everything seem more connected and will reinforce the professional image you hope to gain by using desktop presentation.

The medium is something that has to be considered as

you build the presentation, because what you say will be affected by how you can say it. If you are giving a presentation with 35mm slides then you should decide that at the same time as building your look and feel. Sometimes content has to be modified to fit the medium, but if you find that happening too often perhaps the medium should be reviewed.

The process: How do we get it done?

Must be quick, Must have handouts!

These are two things that the average business presenter will demand. Quick because enough time is rarely allotted, and the attendees of the presentation will retain more from the presentation with printed materials to jog memories later, or explain the details.

The users need an easy way to create what they are looking for in materials, and it is this aspect of presentation graphics that the software companies are addressing. It is now possible to create a very acceptable text based presentation in under 30 minutes.

The newest angle to be worked with software is the ability to take your files and send them to a service for slide processing or touch-up.

All of these developments are designed to make it easy enough to justify using even for impromptu meetings while having the power to handle the important, pull out all the stops meetings.

What is available?

The new products that are coming to your computer dealer will include software designed to quickly generate graphics and text in the formats that you will need if you are going to produce slides or overheads.

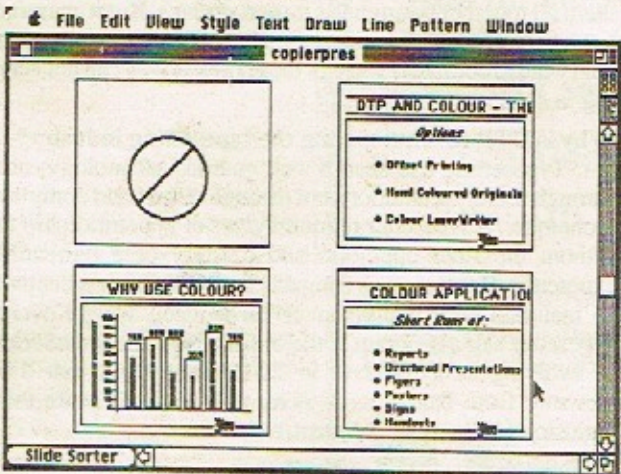
The hardware platforms are designed to combine graphic power with text manipulation. Up until this year if you wanted colour in your images you were better off with MS-DOS based systems, but with the addition of the Macintosh II, you benefit from the competition. The advances in the Mac arena in regards to colour output, quality, as well as ease of use means presenters have never had it so good.

The accessory devices such as printers and film recorders are dropping in price without sacrificing quality, to a point where in-house purchase is a reasonable option.

The reality of this now is that a manager can produce overhead transparencies, slides or handout materials, go through the inevitable revisions, and get exactly what is needed in a matter of days, where it used to be measured in weeks. That type of control is necessary in today's business climate, and its time has come.

Why do you need Desktop Presentations?

Simply put, when you give a presentation you need to have control, preferably with flexibility. Anything that saves time is valuable to most people and even better when it comes along with saving money. Desktop presentation isn't a magic cure for all the problems involved in arranging a presentation, but puts you in control of a situation that can easily take control of you.



PowerPoint allows you to preview your slides before printing or display.

Bruce Wright is President of Business, Pictures & Words a Vancouver company specializing in Desktop Presentations 688-5468

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The Computer Paper Interview: Daken Ariel

Daken Ariel is President of Coast Computers a Vancouver company specializing in Desktop Publishing hardware and software. He talks here about the basics of Desktop Publishing and how it can benefit your business.

Interview by Kiran Singh Khalsa

How to Profit from Desktop Publishing

Desktop Publishing - the hottest buzz word in the computer industry. What is it and how can we profit by it?

What is Desktop Publishing?

Desktop Publishing (DTP) is the natural evolution beyond word-processing. You might call it an emerging standard in the high quality preparation of the written word on a computer. The advanced software programs that allows this represents the merging of several disciplines: typography, page layout design, copy editing and publishing skills (when the document is to be reproduced by a traditional typesetter).

The trends in typesetting, printing and publishing demonstrate the power of an idea; in this case the use of low cost micros in businesses to produce as much of their own publications in-house, thereby bypassing the traditional consultants and service bureaus. At the same time, this approach has created new entrepreneurial opportunities. Not only are the skills needed to use DTP successfully complex, they derive from different disciplines. They demand both creative and technical proficiency.

Many businesses are turning to small DTP service companies to cut costs in publications without having master DTP in-house.

To participate successfully in this emerging profession, if I might call it one, you need to be versatile.

What are the advantages of Desktop Publishing?

They are many: cost savings, quality control, improved control, flexibility and time savings. The savings can be measured in saving either time, hassle or expense. The benefits are that quality can be improved if the user is properly trained and has the aptitude for layout.

DTP is also raising the standards for business communications. It is rapidly becoming the expected minimum in all manner of publications. Newsletters, price lists, reports, which were once acceptable in type-written format are now expected to have the added "snap" of that DTP provides like: proportionately spaced letters, near typeset quality type and an easy integration of graphics and logos.

What skills are needed?

The user should have basic computer skills. Word processing is still used for text preparation, but no formatting is done in the word processor. If one had a basic word processor under their belt they would have a good start on DTP.

Graphics/Page layout skills will be required. The level of this skill will vary according to the program. Ventura Publisher has style sheets in the software so as to make page layout easier.

Being familiar with terminology in the printing industry will also help. When someone asks about kerning pairs and leading, you won't be too distressed.

What is the hardware and software involved in DTP systems?

The key ingredients in DTP is the publishing software, the microcomputer hardware to run this software and the printers used as various output devices.

The major camps have been divided into the Macintosh hardware/software and the IBM (and compatibles) hardware/software. Businesses will tend to migrate towards the IBM approach due to the familiarity and available equipment. Services centres have been using both hardware environments so as to better service their clients needs.

Whether one chooses to operate on the Mac or the IBM systems, laser printers are the key aspect in DTP. These vary widely as to their capability and price.

How do you evaluate laser printers?

The two camps in laser printer are those with page description languages and those without. As the only page description language that is prevalent at present is PostScript, the camps can be differentiated as PostScript lasers and non-PostScript laser printers. The differences are dramatic and the cost of having the Postscript language can also be dramatic.

Postscript Lasers are the standard in DTP. The reason why this is so is quite obvious when you compare their capabilities to the fixed font Lasers like the HP Laserjet Plus. A PostScript laser printer will print any font size of the thirty five resident in the laser printer's memory because the font is actually scaled from mathematical coordinates. The fixed font laser printers require a specific bit mapped image of a font to be downloaded to print it. With their severe memory limitations only so many fixed fonts can be resident at one time. So for complete flexibility PostScript lasers are the premium choice and expense.

Whatever your printer you will be required to maintain a working knowledge of your laser printer to get the most out of it. Operating expenses can vary widely as well. Some of the low cost printers are notorious for their expense in running them.

What about Monitors?

Large screen monitors have also become essential to the serious DTP user. The ability to view the whole page or a two page spread has become increasingly important for productivity and speed. The Laserview and the Genius are considered the best in their class. I always recommend that you stay away from interlaced monitors as they increase the eye strain with their flicker.

What about Image Scanners?

Scanners vary widely in price and performance. One thing is certain. Continuous-tone images such as photographs are not publication quality at 300 X 300 dots. Line art, such as cartoon drawings, are acceptable through. I recommend to my clients that they consider several important scanning software aspects: File conversion capabilities between the different graphic formats and file compression techniques. The proliferation of graphic software has created multiple file formats. Each, of course, being incompatible with each other. DTP is the great integrator as it ties them all together through its import options. But it is useful to be able to convert in the scanning software as well. You also want to compress some of these files as they can get very big in size.

Why is DTP revolutionizing the typesetting industry?

Typesetting has been a well guarded technology; not through secret incantations but through obtuse and complex technique. A typesetter required years of apprenticeship to fathom the finer operation and mastery of a particular typesetter. Because each company had a monetary incentive to maintain their equipment as an isolated system every typesetter was a different kettle of fish. Now that PostScript is evolving as a standard in DTP, we foresee that this pressure from below, as it were, will begin to make this industry a little more coherent.

Why is PostScript so critical?

PostScript, a page description language, is a means by which what comes out of the laser printer is exactly the same as what comes out of the typesetter (except for the quality of resolution of course). In effect it is a program that is device independent. The program allows both a laser printer and a typesetter to interpret the signals from the computer in exactly the same manner. This is the key to DTP, as it allows everything but the final typesetting to remain in-house,

whether you are a small manufacturer putting a pricing catalogue together or a major publisher about to print another book or manual.

Who is using DTP?

DTP is being used by virtually everyone. The typesetters are using it to maintain business volumes and to keep their larger accounts who are shifting into DTP. Designers are using it to keep costs of production low and to forge long-term relationships with their clients. Publishers of newsletters, newspapers and magazines are beginning to take advantage of it.

And of course businesses, both large and small, are adopting it for its cost savings, improved control and fast turn-around times in producing manuals, newsletters...etc. The common thread is that this new technique along with technical advances in typesetting is generating undeniable advantages for those in the business of producing the written word.

The interesting areas that are emerging are the many cottage industry companies that are popping up. Many of our clients work at home with their DTP equipment specializing in a DTP niche with a few key clients. Others are developing burgeoning service bureau activities by offering laser printing services for businesses.

The Quick Print companies are moving into DTP as a means of adding glamour to their reproduction services by providing a complete design service.

Large corporations are getting heavily into DTP for forms, in-house publications, technical documentation and improved corporate communications. We have had interest from financial institutions, consultants and accounting firms. Recently one of our salesmen spoke at the CGA convention on DTP applications.

Where are the jobs being created?

All over. We think DTP will be a standard resume item in the future. Night courses are getting very popular.

What are the costs of production in DTP?

The costs of production in DTP come from several avenues. These include the cost of acquiring the hardware, software and printer, the costs of insuring the DTP equipment and the service contract required to protect the hardware investment from breakdown, the costs of training involved in establishing a level of proficiency in using DTP, and the actual costs associated with the method of production.

If the final output is acceptable at 300 by 300 dots per inch (dpi) then the costs of production include the laser paper and the incremental costs of the toner. If the final output needs to be above this resolution the costs of typesetting and the management time associated with dealing with the typesetter should be factored into the final cost.

It is accepted that the DTP solution is cheaper than the traditional unless you are doing only casual work. Even if this were the case, DTP should be taken advantage of via the DTP service bureaus. They are very cost-effective.

The Vancouver Electronic Publishers Association is publishing a guide to DTP services in Vancouver. It should be out in the spring.

Any last advice to the DTP newcomer?

Buy from a knowledgeable vendor! You can't over-value telephone support when you need to know some aspect now...



To Desktop Publish or Not to Desktop Publish...

Traditional Typesetting vs. DTP

Desktop publishing, or electronic publishing (as it is sometimes called) is here to stay. Now the dilemma is when to use electronic typesetting and when to stay with traditional typesetting. The definition of electronic typesetting employed here is: using a personal computer and page layout software to manipulate text and graphics. Traditional typesetting refers to the dedicated photo typesetting system used for most high resolution type output.

Below is a very approximate cost estimated for a basic unit in both environments to demonstrate the cost of production and the initial capital outlay of purchasing a system. A list the "pros" and "cons" of each method of typesetting is also provided to aid in making a decision on buying typesetting services from either technology. Remembering in these lists that traditional typesetting is also making rapid advances into the realms of DTP. Many so-called traditional systems (and for that matter traditional typesetters) now employ WYSIWIG (What You See Is What You Get) displays, can interface with computer generated text files and can add in computer generated graphics.

DESKTOP PUBLISHING

\$10,000 - \$25,000 (not including software)

PROS

- Quick turnaround time
- Cost savings
- Document quality to remain constant
- Microcomputer documents are seen "on screen" and are not based on cryptic or obscure codes
- Layout seen on screen and changes made on computer
- Quick changes possible with no re-typesetting of document
- Microcomputer can also mix text and certain types of graphics without paste-up.
- Computer-generated document revisions are instant and reflow automatically
- Eliminates paste-up on many types of documents
- Possible to create logos and then rapidly create variations on them
- Resize or reshape graphic if necessary
- Client files can be kept on disk and easily revised or reprinted later without re-keyboarding

CONS

- Four colour separations are more difficult
- Less fine control over spacing and lines
- Limited to output of laser printer (most are 300 dots per square inch (dpi) although up to 2400 dpi is available, though considerably more costly)
- Quality expectations can sometimes be lower because as with any new field, an influx of new people have entered and some may lack design training and experience.

TRADITIONAL TYPESETTING

\$20,000-\$80,000 (not including typefaces)

PROS

- Accuracy
- Finer control over typeset characters
- Better resolution of type comes from traditional typesetting (1200 and up dpi vs the majority of desktop publishers are producing at 300 dpi)
- Ability to create full page bleeds (most 300 dpi printers print 1/4" borders)
- Characters are photo typeset, and can also be output on film (not possible on 300 dpi printers)
- Stringent placement control in final document
- Precise four colour separations of document
- Quality expectations can sometimes be higher

CONS

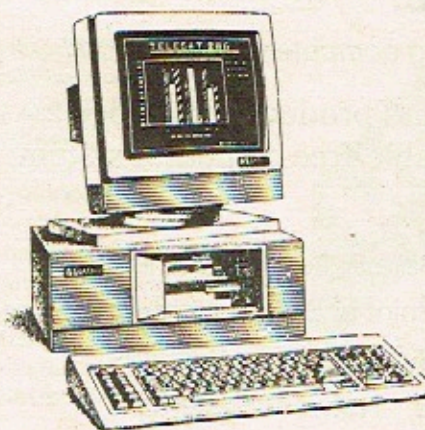
- Screen does not represent document
- Changes are more expensive
- All graphics are pasted by hand
- Dependence on pasteup services

What to do

The decision to utilize or buy a desktop publishing system or a traditional typesetting system is very case specific and depends greatly on the document to be produced. Desktop publishing is able to offer more flexibility, speed, and instant re-flowing of text should there be changes or deletions since everything is screen displayed. However, the traditional typesetter may also offer increased resolution that is an integral part of the creation of your document. The level of experience of the person using either system can often be the deciding factor. One fast lady on an old Varitype phototypesetter blasting away at 100 words per minute on a machine that she has worked on for years, can sometimes be preferable to an inexperienced high tech wizard running all the latest software.

The decision to use desktop publishing or to choose traditional printing methods remains with the consumer. This dilemma will continue until both the output ability and software capabilities for desktop publishing reaches the fine quality of photo typesetting at a lower cost. The best way to decide may be to take your specific job to both a traditional typesetter and a desktop publisher, and get a quote. Or if you are planning to purchase a system, talk to representatives of both kinds of vendors to see which best meets your needs.

Zoey Brown is the owner of Lasting Impressions Communications, a North Vancouver firm specializing in producing manuals and documentation. She utilizes DTP in her work. Telephone 987-4875.



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The Need for Training in Desktop Publishing

Teaching the Technology of Desktop Publishing

Today, the challenge confronting the professional computer trainer is to empathize with the frustration of the student and to remove any obstacles which stand in the way of full control over the technology. When people give up on frustration, should we blame the hardware, the student or the instructor?

The Third Wave

Alvin Toffler predicted that in a Third Wave economy, we will need even larger numbers of trainers and retrainers and that there will therefore be a great demand for the interpersonal skills, and the skills associated with the visual, graphic and dramatic arts. Nothing could be truer... especially in the rapidly expanding area of desktop publishing training.

With the current trend toward automation, particularly with regards to the newest technologies such as desktop publishing, this enormous demand for training is being felt. Modern technology is in constant flux and business will forever be adjusting to this rapid rate of change. Training from professionals provide the basis for a faster adjustment period, a steeper learning curve, and more efficient use of costly equipment and staff time.

Technophobia

For more than a decade, those in the business of teaching others how to use computer hardware have often been confronted with technophobia. Now computer literate individuals are experiencing a new kind of fear - and with reason. An entirely new set of skills must be acquired in addition to mastering today's sophisticated page layout software. There are few experiences more frustrating than having a seemingly magical array of computerized design tools before you and yet discovering you blew it when the printout emerges from the laser printer. The sensibilities required to be a good designer are not yet available for sale in your neighborhood computer shop. In desktop publishing, both information and imagination are crucial. What can an instructor do when one of these components is in short supply?

A large part of the solution lies in the method of instruction employed. In every teaching situation, the onus lies on the instructor to decide upon the direction that the student will take...

Creative Aspects

It is possible to show someone how to embrace the creative aspects of the computer when that person sees it only as a tool and not as an extension of personal creativity and imagination? In the case of desktop publishing, is it more constructive to turn people on to typography and page layout or the novelty of pull-down menus and the joy of hierarchical disk storage structures? Again a good instructor will be able to quickly gauge the abilities and interests of an individual and tailor the instruction accordingly. For some students, a playful approach to using a particular application on the computer will provide the best incentive to really get mileage out of the technology.

In the case of a typesetting professional or graphic designer learning to use a micro computer to perform desktop publishing tasks, an instructor must tailor the teaching to allow the student to become comfortable with the unfamiliar technology, while illustrating the difference between the old and new systems. Emphasis need not be placed upon the design aspects of DTP. In the case of a student already comfortable with the equipment, but weak in design, emphasis must be placed up on the elements of page layout and typographic conventions.

The Message

Mashall McLuhan told us that "the medium is the message." Independent of its content, a document is less likely to be read and taken seriously if it is poorly presented. To assist individuals in producing documents that are attractive and well designed, there are numerous books which focus on the design aspects of the new technology. There are also a number of magazines focussing on this burgeoning field. Two of the best of these are *Publish!* and *Personal Publishing*. They approach the field from the perspective of people with no background in typography and design but who are working with the new DTP systems.

As with any other complex system, a solid foundation is required for an effective learning process.

The most difficult case for the instructor of any modern page layout program is the individual who is unable to grasp even word processing due to a less than solid command of the written language. Without an ability to manipulate spoken and written language, a student has no framework upon which to build either computer or graphic design skills.

The True Value of Instruction

What is the true value of professional computer instruction? Can business and industry do without it? Clearly if they had to, they could. Most software today comes with a tutorial (some better than others), a manual and a variety of on-line screen help utilities. But obviously that's not enough. Walk into any computer book store and you can see ten different supplementary volumes on the popular software packages. Why? Because the manual often does not address the needs of the new user. One of the most important tasks facing the professional instructor is to help the student overcome bottlenecks and to get past common stumbling blocks. Particularly if there is an important job to turn out on the new software, a new user could spend weeks working around a certain problem; the professional instructor has been through the same experience and can provide the solution instantly. This smoothing process is a crucial component of any computer instruction.

Finally, the professional computer instruction will permit the user to avoid working with canned tutorials and the dummy files favored by software publishing houses and get on with direct application of the software to the actual work. Also, people tend to learn much more quickly if they are working with something familiar; something "real" that they can get a handle on. In business, time is money. An investment in computer instruction permits a business to accelerate the learning curve, thus raising the productivity sooner and allowing the firm to get on with the activities that generate the profits that are its *raison d'être*.

Mary Jane Devine is President of the Desktop Publishing Training Centre.



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The Battle of the Page Continues: Xpress 2.0 and Pagemaker 3.0

QUARK AND ALDUS ANNOUNCE NEW VERSIONS

Okay, so this is just another piece on the battle of the page layout programmes, well two of them anyway. There is however some validity in continued pursuit of which is the best page layout application to purchase, as the industry of desktop productions multiplies exponentially every year.

And with this bursting of business comes the obvious need for enhancements tools, if you will through which those just entering the competitive fray can attempt to gain that necessary edge. Owners of the code, which eases from the mortal circuitry of their underlings, clasp their palms together, rubbing lustily at the profits they will make. "But," you ask, "Do we really need all these features?!" Of course we do!

Both Quark, Inc. and Aldus Corporation have announced major innovations in releases planned for shipment in March 1988. Although final product is somewhat scarce on which to test these new features out firsthand, much has already been written about each. Here is a summary of the newest features and enhancements of both Xpress* 2.0 from Quark, and Aldus' PageMaker 3.0. Each have added some major revisions, and rectified some of their past shortcomings.



Aldus PageMaker 3.0

Slated for release sometime this quarter PageMaker 3.0 offers automatic pouring of text over multiple pages and/or columns, automatic wrapping of text around graphics, style sheet formatting (or importing from Word 3.01), spot colour overlays and an improved, more convenient user interface. (Finally, an alphabetically arrange, pull-down font menu!) And if that's not enough, it offers magic resizing settings for matching bit-map and TIFF images to different output device resolutions, the ability to export text files to word processing programmes. Both the MS-DOS and Mac versions come with 20 page templates and can adjust the gray scale images stored in TIFF images allowing limited image editing without the need for a yet another programme.

In addition to its already inherent ability to import and export a variety of text and graphics files through the use of filters, PageMaker 3.0 allows the user to add custom import and export filters from third-party vendors.

PageMaker 3.0 requires one megabyte of RAM and a hard drive. Though the application itself should easily fit on a single disk, expect to find six to fifteen disks in the box, depending on whether you're buying for a Macintosh or MS-DOS machine. Expect the retail price to be higher as well, by at least \$100 in Canada.

Colour is introduced in PageMaker 3.0 with spot colours, colour screens, coloured text supported in three modes: CYMK (Cyan Magenta, Yellow and Black. All the colours necessary to reproduce any other colour), RGB (Red, Green and Blue), and HLS (Hues, Lightness and Saturations). Colours can be mixed to form a colour style you can then apply to a page and print to make negatives or plates for each of the named colours.

PageMaker 3.0 supports two types of automatic leading: proportional (character ascender to descender) with control over designating the percentage of font size for desired leading, and top-of caps to top-of caps leading. Letter-spacing can be adjusted globally, with specifiable minimum and maximums.

Although Aldus has added many new features, the programme still does not contain all the features found in current, competing programmes, but then Aldus does not claim to be a graphics editing tool, or a word processor, but more an a tool for assembling all the necessary elements of the finished page.

Before rushing out and buying PageMaker over its rivals, consider that you will also need a word processor (for long -document text input), at least. Weigh the cost and useful features of these two programmes against the other offerings.

QUARK XPRESS

Since its inception, Quark Inc.'s Xpress has had many of PageMaker 3.0's newest features in addition to its own unique features, and has kept an admirable pace against its giant competitor. To many of us it is THE layout programme

for desktop publishing. Die-hard Aldus Pagemaker* users became so because in the beginning there was only Page-maker, and Aldus has tried to see to it that they stay in the forefront of the marketplace, and admirably so. But the new kid on the block just grew up. With the introduction of Xpress 2.0, a number of previous shortcomings have been addressed.

As an avid user of Xpress I had only one major complaint: An inability to cut copy and paste between pages and/or between documents. This has been addressed in 2.0. As Xpress uses the the parent-child box system, selecting a box includes all the child boxes in that parent, which can then be moved to the clipboard. Previously they could only be deleted.

With its introduction, Quark Xpress offers technology which was previously available only in multi-million dollar systems. Breakthroughs in colour enhancement, display, contrast control, separation ability, scanning and printing.

Xpress has always supported spot colour for text, but now an infinite variety of colours, both RGB and CYMK can be defined and applied to characters, lines, frames and box backgrounds. Or black and white, or gray TIFF pictures, and pictures imported from MacPaint. A colour can also be selected to match specific a value in the PANATONE colour system, or to mix their own, custom colours. (For the uninitiated, PMS, or PANATONE MATCHING SYSTEM is a standard, colour chart/numbering system widely used in the printing/publishing industry.)

Perhaps Xpress 2.0's most unique new feature is its ability to import full-colour TIFF images from colour scanners such as the BARNEYSKAN(and allow the user to define contrast curves for hue-saturation-brightness in both RGB (Red Green, Blue) and CYMK (Cyan, Yellow, Magenta, Black). Colour shading is also possible for each of the colours, from 0-100%, in 1% increments. Xpress 2.0 supports colour printers utilizing the QMS/Mitsubishi G650 thermal transfer print engine

Borrowing from Pagemaker, Quark has adopted greeking, (a gray line representation of text at smaller sizes) to increase operational speeds. Additionally, printing speeds have been enhanced particularly when using high-resolution output devices.

Unlike PageMaker, Xpress has powerful word processing capabilities, eliminating the need for a large-document, text entry application. An aspect of any word processor is the ability to find/change aspects of the document and Xpress 2.0 is no stranger to these functions. Search for any combination of text and/or text attributes within a story. (ie. font, size, or style). Once found, text strings may be changed to another combination of text attributes.

Quark Xpress 2.0 is compatible with the Macintosh Plus, SE and // and supports a wide variety of third-party text formats including: MacWrite, Microsoft Word 1.05, 3.0, & 3.01, WriteNow and Microsoft Works.

Numerous graphics formats such as TIFF, EPSF, PICT, and bit-map files from most scanners are supported in addition to a large number of application including: Adobe Illustrator, LaserFX, Cricket Draw, Cricket Graph, MacDraw, SuperPaint, Canvas, Mac 3D, Mini-CAD, Pro 3D, MacPaint, FullPaint, and Colour Mac // PICT

Predicted to be available in March 1988, Xpress is sure to redefine the Macintosh's position in the publishing markets.

All in all, each of the programmes described above even in their current versions have strengths and weaknesses over the other. It's likely they always will, after all, isn't it the nature of competition to sell ones ideas as different? Consider carefully which will be the best for you, particularly if you have either no or little experience with page layout programmes. The biggest disservice you could do yourself is to choose a product based on what other people, or even a salesman, (or reviewer) thinks is best. Pick a project, preferably of a smaller nature, and get yourself down to a dealer or a do-it-yourself service centre and TRY THEM BOTH OUT!

Gordon Field is the owner of Mostly Mac Desktop Productivity Centre in Surrey where he is involved daily with both Macintosh computers and Desktop Publishing.

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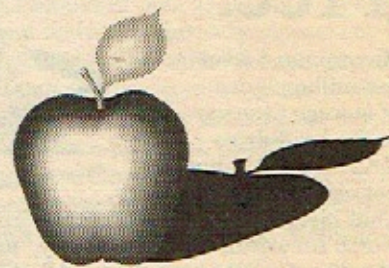
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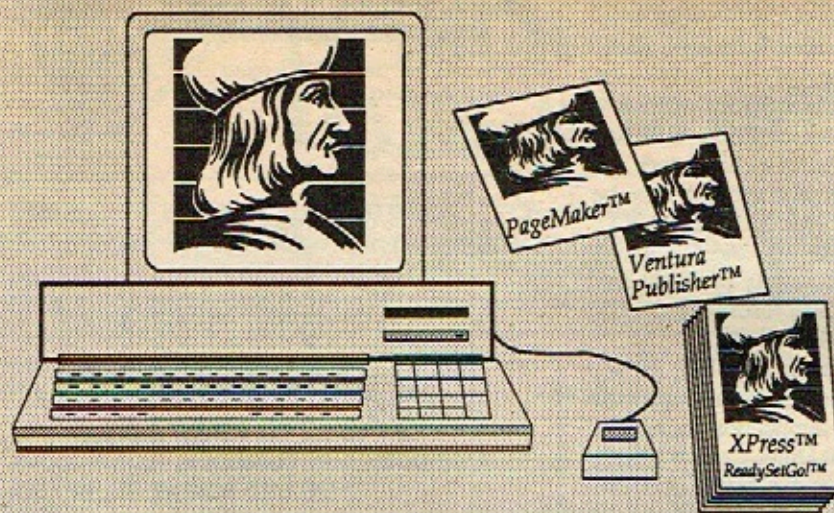
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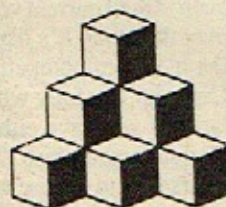
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Sytec Pushes DTP to its Limits

Hi-Tech Silk Screening

When you hear the term "silk screen printing" usually the picture of Day-Glo colored T-shirts is the first to come to mind. T-shirts are a far cry from the high tech products which are produced by the local silk screen printing company of SYTEC.

SYTEC specializes in printed circuit switches for the hi-tech industry. Printed circuit switches are those neat little switches on everything from micro wave ovens to stereos, which contribute part of the futuristic feel to modern appliances.

Rapid Growth

SYTEC started by Simon Broomhall out of his basement about 5 years ago, has grown rapidly to a 20 person company serving customers from all over Western Canada. They have utilized state of the art technology to help sustain that growth. In July 1987, they acquired a Macintosh desktop publishing system to help them in their design and layout of these complex circuits. When asked if they felt this had helped in the growth process, the answer from Ken Krug, SYTEC's Art Director, was a qualified yes and no. On the one hand, he felt that it allowed them to sustain their rapid growth without adding an additional two artists. On the other hand they have been overall disappointed with the lack of precision in the current crop of DTP equipment.

DTP Oversold

According to Ken Krug, he felt they had been oversold on the equipment from their retailer. They had been assured that the equipment would meet their specifications for tolerances, which because of the exacting nature of their products can be as small as 1/10,000 of an inch. Unfortunately, the Apple Laserwriter which they purchased can vary as much as 1/16 of an inch on the width dimension. Ken claims the horizontal representation is usually fairly accurate, but the width is often off.

The company spent a few months after the initial purchase trying to pin down what was wrong. In discussion with both the retailer and Apple in California the problem was discovered to be with the Laser printer which is not designed for such precision. The retailer offered to replace the system with another of their choice, but after some research, it was determined that nothing else in the same price range will do the job either. Back at SYTEC, the artists with a job to do have learned to live with this shortcoming and now routinely adjust for the discrepancies.

Real Soon Now

Ken is anxiously awaiting the release of the Macintosh version of VersaCAD, a high end CAD program due out "Real Soon Now". With that he hopes to pair a plotter which will increase his precision to the desired level. Another development which may help his predicament is the eventual adoption of Display PostScript which is predicted for many Macintosh programs. This sends the same information to the screen that goes to the printer, presumably minimizing discrepancies.

The desktop publishing set up has however, given SYTEC considerably more flexibility in working with type. Logos and design work are set at 400% their final size, and then photographically reduced to take the original 300 dots per inch (dpi) resolution up to 1200 dpi.

Custom Fonts

Ken Krug has been Art Director with SYTEC for the past two years. He doesn't get much free time these days, his evenings and weekends are often spent on design work with the new Mac II. He is overall pleased with the computer, enjoying its relatively easy user interface. Ken Krug spent the early 70's in England studying graphic arts and typography. He looks forward to getting a copy of Fontographer to be able to create custom fonts for SYTEC's clients. "On jobs where we do fifty to one hundred thousand switches, it is well worth the effort to develop something unique," he says.

B.C. Hot Area for Electronics

Because of their specialization, SYTEC have only one local competitor. The closest place for manufacturers to get similar products developed is California according to Ken Krug. "B.C. has become a hot area for electronics in the past few years," says Ken. Some of their large customers include Mobile Data and Microtel.

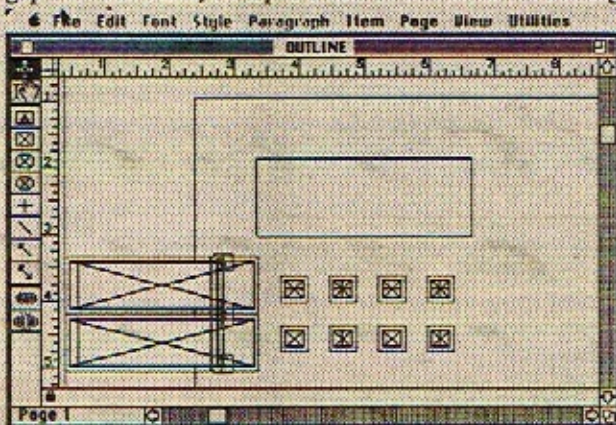
The Payoff

The desktop publishing system which they purchased, although still not ideal, has helped them to manage their

rapid growth. So the next time you push one of those futuristic switches on your new hi-tech toaster, think of Ken at SYTEC, and the "Cinderella of the printing arts" - silk screening.

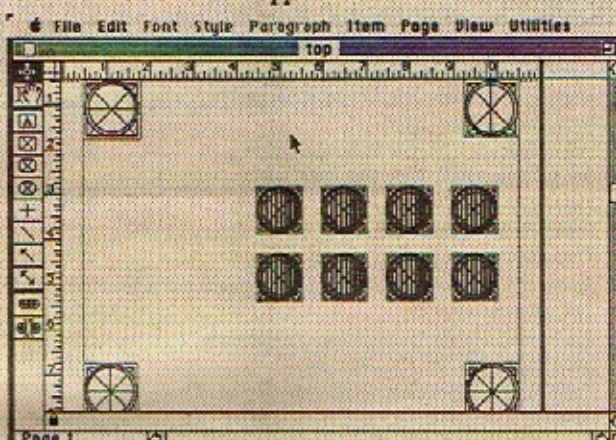
The Making of a Printed Circuit Switch Membrane

A flexible plastic membrane covers two layers of electrical circuits. The bottom layer is two parallel lines with a gap between them, on top is a line of electrical conducting



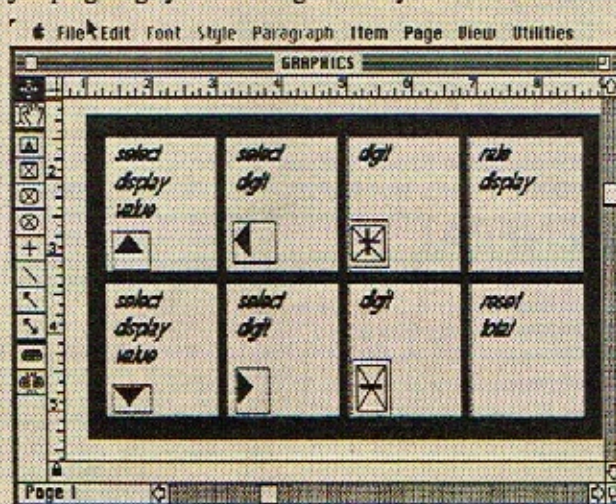
SYTEC uses Xpress extensively in layout: here the outline layer is developed for a switch

ink which runs perpendicular to the bottom lines. When you push the top layer down, there is a connection made and electrical current can run through the ink sending a message to the turn on or off the appliance or device.



The cross lines which short out the connection are drawn here. They will be printed in conductive ink

These type of switches are silent and contains few moving parts. With no electrical switches to break down, the popularity of this approach to switches is on the rise. Because it is silent, manufacturers usually endeavor to provide some feedback to the user as to the effect of his/her efforts. This can either be in the form of an electronically generated auditory "beep", or more commonly by placing a small metal dome within the membrane. The dome gives a tactile feedback and sometimes a little click, like those little metal jumping frogs you used to get when you were a kid.



Finally, the graphic layer for the switches is drawn.

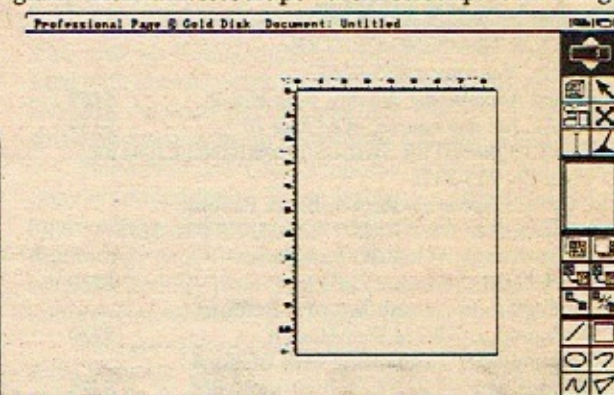
Story by Kirtan Singh Khalsa

SYTEC ENTERPRISES INCORPORATED can be reached at 244 Donaghy Ave. North Van V7P 2L5 988-1125

DTP for the Amiga

PROFESSIONAL PAGE

Gold Disk of Mississauga, Ontario has recently released PROFESSIONAL PAGE a \$500 desktop publishing program which harnesses the power of PostScript to the Amiga.



Access to PostScript

According to the company, the program can be interfaced with existing PostScript compatible printer, including the Apple LaserWriter to produce 300 dots per inch (dpi) resolution and the Linotronic 300 to produce 2400 dpi resolution. It does not however, currently support any dot matrix printers for proofing. This shortcoming will apparently be solved in March when the company plans to release dot matrix printer drivers. The program employs the now familiar menu-mouse-point-and-click interface seen on many similar products for PC and Mac programs. A text box approach as in Xpress or Ready Set Go is employed by the program. Five levels of magnification are available for viewing of the page.

Fonts

The program comes equipped with 4 bit-mapped screen fonts, Times, Helvetica, Courier and Symbol. It can however access the full range of PostScript fonts contained in the ROM of the laser printers. The program does not however display what these will look like on screen. Gold Disk is aware of this short coming and has plans for more screen fonts. The size range of fonts is from 1 point to 127 points. This compares favorably to Pagemaker, however it is exceeded by both Ready Set Go 4 with a 255 point range and Quark Xpress with a 500 point range. Letters can be kerned to 1/100 of an em space both manually or automatically. Line spacing is to 1/1000 of a point.

Text Abilities and Graphics Handling

PROFESSIONAL PAGE will also import files from most major Amiga word processors as well as ASCII text files. The program also feature text run-around of both square and irregular shaped graphics.

Graphics handling seem to be a strong point of both the Amiga and this program. The Amiga employs a standard graphics format (IFF) which most graphics packages support. PROFESSIONAL PAGE allows the user to import and manipulate IFF files. Colour images can be brought in either 256 or 4096 colors, then cropped or scaled to fit the position. With a separate color separation module, images can be separated into 4 color printing plates.

Screen Flicker

PROFESSIONAL PAGE suffers a problem common to a number of Amiga programs. The program runs in a hi-res mode and as such it can produce a noticeable and quite annoying screen flicker. This flicker can be reduced by adjusting the screen colors or with external screens which sell in the \$25 range.

Is it worth it?

Although one program does not make a desktop publishing computer, PROFESSIONAL PAGE does bring the power of PostScript and a breadth of features to the Amiga owner. It is doubtful whether the serious desktop publisher would purchase an Amiga at this point solely for its DTP features, however if it is to be used in conjunction with another of the Amiga's strengths such as music or Desktop Video, then it may be worth considering. (More packages with PostScript are scheduled for release in the near future including one called Publishing Partner Professional.) The Commodore Amiga after all provides a colour system with complete multi-tasking and IBM-PC compatibility for roughly half the price of a colour Mac.

Dave Allen is the former head of the local Amiga user group. He also offers computer consulting services. He can be contacted at 270-0064

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Centre, Luinda Bleackley, March 12, 9:30-1 PM &
Mar 19, 9-5 PM \$

VANCOUVER ELECTRONIC PUBLISHING ASSOC. BC

Club, 750 Pacific Blvd S., Vancouver, 731-5887

General Meeting: THE OFFICE PUBLISHER &
Computer Publications, Mon. Mar 7 Free

Mac Pagemaker SIG

Nelson Reust 683-2341 Wed Mar 9 Free

Basic Postscript 7-10 PM, 986-0454, Georg Hoevel,

Thursday Mar 10, \$50

Intermediate Postscript 986-0454, Georg Hoevel,

Thursday Mar 21, \$50

Anatomy of Type Seminar McKay Technical Institute, 7-10

PM, Mon March 28 \$50

An Introduction to Desktop Publishing

BC Club 7-10 PM Tue Mar 29 \$35

Page Layout Seminar BC Club 7 PM, Theo

294-3451, Mon March 14, \$50

VANCOUVER COMMUNITY COLLEGE, LANGARA

Room A210, 875-8200

Desktop Publishing Pagemaker

7-10 PM, 5 weeks, Wed Mar 30 \$150

VANCOUVER DESKTOP PUBLISHING CENTRE Ltd

1150 Homer St 681-9161 Steve Osborne, Roedy Green

Ventura Junior Level full day Tues Mar 15 \$159

Ventura Junior Level 7-10 PM Mar 7 & 9 \$159

Ventura Senior Level full day Tues Mar 29 \$159

Desktop Design Clinics Thurs Mar 17 \$69

Desktop Design Clinics Mon Mar 28 \$69

EXPERT SYSTEMS

CAMOSUN COLLEGE COMPUTER DEPARTMENT

592-1281 ext 453
Knowledge-Based Systems, 3 even/week for 11 weeks.
Intro to knowledge based systems. Application of artificial
intelligence. Mon Mar 14

VANCOUVER COMMUNITY COLLEGE, LANGARA

A210, 875-8200

Introduction to Expert Systems

7-10 PM, 5 weeks, Mon Mar 28 \$150

GENERAL

Amlga User Group Meeting PaNorAma, Sunset Community

Association (Fraser & 51st) Dave Allen 270-0064.

General Meeting Wed Mar 9

Workshop: Tues Mar 1

Programmers: Wed Mar 23, BCIT 7:30 PM

Apple Business Forum Apple Canada, Westin Bayshore,

9-5 PM, 1-800-387-9683 ext 50,

March 1 Free

Apple II User Group Meeting BC Apple Society, Burnaby

Rugby Club, Kiyo Masuda 437-9935 General Meeting

CD-ROM Conference: The Industry Emerges

Microsoft (206) 882-8080 Sheridan Hotel & Westin Hotel,

Seattle WA, March 1-3 \$950 US

Computer Swap Meet Computer Fair Association, Sunset

Community Assoc. (Fraser & 51st) call for tables Dave Allen

270-0064. Sat, Apr 30

Computerland Show Computerland, Hyatt Regency, displays
by Computerland suppliers, 687-5545 March 2, 3 & 4. Wed
Mar 2 \$10

Free Trade & Hi-Tech CATA, Hyatt Regency Hotel, Keith
McPherson 684-1522 Ottawa, electronics companies &
accounting representatives. Wed Mar 2

Kaypro User Group/ Portable Computer Club Hugh Taylor
253-4949

Mac User Group Meeting BC Apple Society, WCB Building,
6951 Westminster Hwy (Kiyo Masuda) 437-9935. General
Meeting election of officers Wed Mar 23

Mainland Mac Meeting 7:30 PM Wed Mar 9 Rm 115

Kwantlen College, Surrey, Les Robertson 437-9935

Maple Ridge Computer User Group 467-2647 M.R. Sr.

Secondary School 7:30 PM, Tues Mar 8 Free

Palm Sunday Sun Mar 27

St. Patrick's Day Thu Mar 17

Surrey Microcomputer User Group 526-6221

Tandy 1000+ Computer Club Len Boscoe 574-7438

Vancouver APL User Group 298-3081 Andrew Seary

Vancouver PC Users Group, Topic: Laptop Computers H.R.

MacMillan Planetarium 438-6009, \$20/year membership, 7:30

PM Thu Mar 10

West Coast Computer Society 255-4485 Dave Wiens

INTEGRATED SOFTWARE

VANCOUVER SOFTWARE CENTRE

300-1190 Melville St., Shirley Friesen-Nicol 699-9800

Introduction to FRAMEWORK II

9-5 PM Mon Mar 14, repeats Mar 19 & 28 \$180

FRAMEWORK II Intermediate

9-5 PM Mon Mar 7, repeats Mar 21 \$180

LOCAL AREA NETWORKS

VANCOUVER NETWORK USER GROUP

Mary Jane Woods 275-2829.

Local Area Network User Group Mon Mar 7

DATA PROCESSING MANAGEMENT ASSOC.

Stanley Park Pavilion, Helen Rutan 435-3272

LANs in Office Automation, starts at 4:30 PM. Speaker: Ian

Reed VP Computech, Tech Standards. Dinner 6:30 PM. Tue

Mar 15 \$30

UBC 222-5222

Local Area Networks: an Overview 10 AM - 1 PM, Room

G41, Woodward Bldg, UBC, Sat Mar 19 \$60

PROGRAMMING & SOFTWARE DEVELOPMENT

HI-TECH PRESS Discovery Park, 3700 Gilmore Way,

Burnaby, Joanne Woodward 430-3533

Opening an Office in the US 6 PM

Thur Mar 10 \$10

PRECEPT COMPUTER LEARNING CENTRE

735 Clark Dr, Vancouver, 255-3198

Introduction to Programming in "C"

4 evenings Mar 29/31, Apr 5/7, 7-9 PM, \$140

PRIMA TRAINING CENTRE

207-3900 E Hastings, Burnaby, 294-4567

Advanced Turbo Pascal

4 weeks, 7-10 PM, Mon Mar 7 \$150

Programming in PROLOG

4 weeks, 7-10 PM, Tue Mar 8 \$150

Advanced Turbo C

4 weeks, 7-10 PM Wed Mar 9 \$150

SFU Downtown

549 Howe St, Vancouver 681-4987

Legal Considerations for Marketing Software

1-4:30 PM, Tue Mar 8 \$85

UBC 222-5222

Introduction to BASIC 6 Tuesdays, 7-10 PM, Microcom-

puter Lab, Old Bookstore, Instructors: Dave Repchuk &

Andrew Bates, Tue Mar 1 \$185

Inside the Macintosh A Technical Perspective 4 Wednes-

days, 7-9 PM, Rm 460, Computer Science Bldg, UBC

Wed Mar 2 \$85

Advanced C Programming Mar 12-19-26, Rm C65,

Woodward Bldg, UBC, Alan Ballard \$350

VANCOUVER COMMUNITY COLLEGE, LANGARA

875-8200

BASIC Programming for Beginners II

9-12 noon, 5 weeks Sat Mar 5 \$55

SPREADSHEETS

ADVANTAGE COMPUTERS 4324 Kingsway, Burnaby

430-3113 (Paolo Bertoia)

call for Schedule on Macintosh spreadsheet courses

COMPUTER STATION

2130 Burrard St, Vancouver, Pat Austin 732-8621

Advanced Lotus 1-2-3 Thu Mar 3	\$175
Fast Track Lotus 1-2-3 Wed Mar 9 & 10	\$325
Fast Track Lotus 1-2-3 Wed Mar 17 & 18	\$325
Fast Track Lotus 1-2-3 Wed Mar 28 & 29	\$325

DOPPLER TRAINING CENTRE

101 W. 5th, Vancouver 875-0261,

Lotus 123 Level 1 Tue Mar 15	\$159
Lotus 123 Level 1 Tue Mar 29	\$159

(students may take first day separately for \$175)

FIALA, BONNER & ASSOCIATES

810-1112 W Pender St. Vancouver, 684-1022

Lotus 123 Level 1 Thurs Mar 3	175
Lotus 123 Level 1 Wed Mar 9	175
Lotus 123 Level 1 Mon Mar 21	175
Lotus 123 Level 1 Thurs Mar 31	175
Lotus 123 Level 2 Tues Mar 15	175
Lotus 123 Level 2 Fri Mar 25	175

PBSC TRAINING CENTRE

1350-1140 W Pender St, Sue Threlfall 732-1211

Intro to Lotus 1-2-3 9-5 PM, Thu Mar 3	\$165
Intermediate Lotus 9-5 PM Fri Mar 4	\$165
Advanced Lotus 9-5 PM Fri Mar 4	\$165

PRECEPT COMPUTER LEARNING CENTRE

735 Clark Dr, 255-3198

Electronic Spreadsheets (Lotus 1-2-3)	
2 sessions, 1-5 PM, Mar 14-15,	\$140
Advanced Spreadsheet Skills	
2 sessions, 1-5 PM, Mar 28-29	\$140

PRIMA TRAINING CENTRE

207-3900 E Hastings, 294-4567

Lotus 1-2-3 Macro Programming	
2 sessions, 7-10 PM, Mon Mar 7	\$75
Lotus 1-2-3 Management & Graphs	
2 sessions, 1-5 PM, Fri Mar 18	\$75

UBC 222-5222

Lotus 1-2-3 Learning to use the Spreadsheet Tool,	
Location TBA, 7-10 PM, Tue Mar 1	\$195
Advanced Lotus 1-2-3 Improving Your Productivity with	
Macros, 2 days, Mar 24-25, 9-4 PM, Microcomputer Lab,	
Old Bookstore UBC	\$250

VANCOUVER COMMUNITY COLLEGE, LANGARA

A210 875-8200

Using Lotus 1-2-3	
7-10 PM, 5 weeks, Thu Mar 31	\$150

VANCOUVER SOFTWARE CENTRE

300-1190 Melville St., Shirley Friesen-Nicol 699-9800

Lotus-Intermediate 9-5 PM Thu Mar 3	\$180
Lotus-Intermediate 9-5 PM Thu Mar 31	\$180
Intro to Lotus 1-2-3 9-5 PM Thu Mar 17	\$180

Batch File Programming

1 day, 9-4 PM Sat Mar 12

Managing Your Hard Disk Effectively

1 day, 9-4 PM, Sat Mar 19

Using Memory - Resident Utilities

1 day, 9-4 PM Sat Mar 26

VANCOUVER SOFTWARE CENTRE

300-1190 Melville St., Shirley Friesen-Nicol 699-9800

DOS Orientation 9-5 PM Tue Mar 8,

DOS Orientation 9-5 PM Tue Mar 22

VANCOUVER DESKTOP PUBLISHING CENTRE Ltd

1150 Homer St 681-9161, Stephen Osborne, Roedy Green

Introduction to MSDOS Mar 7 & 9

Introduction to MSDOS Mar 14 & 16

Introduction to MSDOS Mar 21 & 23

Taking Command of MSDOS Mar 11

Taking Command of MSDOS Mar 30

Taking Command of MSDOS Mar 28

SuperCharging the Office PC Mar 12

Under the Hood: Troubleshooting the Hardware

10-4:30 PM Mar 28

WORD PROCESSING

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Mar 16 & 31, Wed Mar 2	\$175

DOPPLER TRAINING CENTRE

101 W. 5th, Vancouver, 875-0261

MS-Word Level 1, Thu Mar 3

Word Perfect Level 1, Thu Mar 10

Word Perfect Level 2, Fri Mar 11

MultiMate Tue Mar 22

FIALA, BONNER & ASSOCIATES

810-1112 W Pender St. Vancouver, 684-1022

Multimate Advantage Lev. 1 Tue Mar 1

Multimate Advantage Lev. 1 Tue Mar 8

Multimate Advantage Lev. 1 Thu Mar 24

Word Level 1 Wed Mar 2

Word Level 1 Mon Mar 14

Word Level 1 Tue Mar 29

WordPerfect Level 1 Fri Mar 4

WordPerfect Level 1 Wed Mar 16

WordPerfect Level 1 Tue Mar 22

WordPerfect Level 2 Thu Mar 10

WordPerfect Level 2 Wed Mar 30

Displaywrite 4 Level 1 Fri Mar 11

Displaywrite 3 Level 1 Mon Mar 28

Wordstar 2000 Level 1 Thu Mar 17

FOLKSTONE DESIGNS 986-8060

Word on the Macintosh: Short Documents instructor:

Linda Bleakley, Downtown location,

PRECEPT COMPUTER LEARNING CENTRE

735 Clark Dr, Vancouver, 255-3198

Word Perfect Module 1 Mar 10-11 1-5 PM

Introduction to MICROSOFT Word

Mar 10-11, 1-5 PM,

Advanced MICROSOFT Word 1-5 PM,

Mar 24-25

PRIMA TRAINING CENTRE

207-3900 E Hastings, Burnaby, 294-4567

Using WordPerfect 7-10 PM 4 Tues.,

Tue Mar 8

VANCOUVER SOFTWARE CENTRE

300-1190 Melville St, Shirley Friesen-Nicol 699-9800

Introduction to Multimate Advantage II

9-5 PM Tue March 1,

9-5 PM Tue March 15,

9-5 PM Tue March 29

Introduction to Word Perfect

9-5 PM Wed March 2,

9-5 PM Wed March 16,

9-5 PM Wed March 30

Introduction to Microsoft Word 4

9-5 PM Thurs March 3,

9-5 PM Thurs March 17,

9-5 PM Tues March 22

9-5 PM Thurs March 31

Multimate Advantage II - Intermediate

9-5 PM Sat March 5

9-5 PM Tues March 8

9-5 PM Tues March 22

MS- Word Level 2 Fri Mar 4

Microsoft Word 4 9-5 PM Thurs March 10

Microsoft Word 4 9-5 PM Thurs March 24

Word Perfect - Intermediate

9-5 PM Sat March 12,

9-5 PM Wed March 23,

UBC 222-5222

MS-Word Advanced Word Processing, Microcomputer

Lab, Old Bookstore, 7-9:30 PM, 4 Thursdays in March.

Thu Mar 10

THE SHAREWARE SHELF PC-WRITE

Shareware-Public Domain-User-Supported?

What is it, and what do the different terms mean? Many people are unsure, or tend to confuse them.

Public Domain software is not copyrighted by its authors who seek no formal rights or royalties. The works can be used with few or no restrictions. This type of software can be found on the many bulletin boards around the country and in software interest group libraries like PC-Blue and PC-SIG.

Shareware and User-Supported software may contain copyrighted programs. These authors are utilizing a different approach to marketing their software. To eliminate costly marketing, promotion and packaging, you purchase the software directly from the author, at a fraction of the cost of commercial software, putting the savings in your pocket.

You are encouraged to purchase this type of software from libraries, like PC-SIG, for the cost of distributing the disk. Most disks contain the entire software program, but there are a few which are demo-only or have limited or restricted capabilities. Users are encouraged to examine the software to see if it fits their individual needs, or to pass it on to friends. If the program fulfills your requirements, you are asked to register with the software author.

Registration entails paying a fee to the author. In return, most authors provide full documentation, technical assistance, and updates as they develop. The authors usually encourage your suggestions to help improve the program.

The Shareware and User-Supported concepts grew from a need to provide better, low-cost software to the public. User-Supported software often provides the public with innovative, creative, and unique software that would otherwise not be available on the commercial market.

PC-Write®
Share The Benefits!

PC-WRITE Version 2.71

PC-Write is a User-Supported word processor from Quicksoft Inc of Seattle, WA. It was developed by Bob Wallace with the novice and experienced user in mind. The novice will find PC-Write commands easy to learn, while the experienced user will find most of the features found in software costing hundreds of dollars.

PC-Write comes complete with 45 help screens for the beginner to word processing. Other features include instant 50,000 word spell checker, auto paragraph reformat, decimal tabs, footnotes, endnotes, headers, auto page numbering, search and replace (with wildcards), block move-copy-delete, automatic index and table of contents, left-right page layouts, mail merge, DOS shell, and macros. PC-Write also contains split-screen capabilities to edit two files and screen clip text from other software.

PC-Write supports 350 printers, LaserJet™ and PostScript™, or you can customize the print file yourself. PC-Write in addition to its own commands, supports Wordstar™ commands and files, as well as dot commands for custom lay-out and printing.

Registered users of PC-Write receive a 350 page bound user's manual, two free updates, one year of technical support, and other benefits. Version 3.0 is expected later this year, and promises to be even more enhanced.

Registration for PC-Write costs \$89 US

Gordon Simmonds is the owner of Sim-Com Services, a Surrey computer firm specializing in Shareware & User-Supported Software. He can be reached at 585-2326

MARCH 1988

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		



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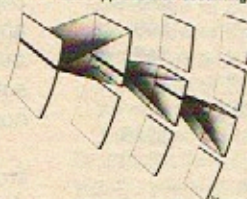
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NEWSBYTES Continued from Page 8

*An 80286-based PS/2 model in the \$1,300-2,300 price range within the year. By the end of 1989, the entire PS/2 line will be built around the Intel 80386 processor.

*PC-DOS 3.4 shipping during the first half of this year.

*A 32-bit version of OS/2 shipping next year.

Mainly, the announcements confirm details of reports in last week's NEWSBYTES EUROPE. Some of Peter Vekinis' exclusives are still exclusive, however, most notably the new PS/2 portable which will compete with the Toshiba 3100. **CONTACT:** Pam Evans, IBM (404)238-3643

COGNOS RELEASES SOFTWARE FOR IBM AT, ANNOUNCES HP DEAL

OTTAWA (NB) — Cognos Inc. has announced a significant deal in its original software market and a move into a new one.

Cognos announced availability of Powerhouse, its application development tool, for the IBM Personal Computer AT and compatible micros. The move, which had been promised some months ago, puts Cognos in the PC software business for the first time. Versions of Powerhouse already exist for minicomputers from Hewlett-Packard Co., Digital Equipment Corp. and Data General Corp.

Cognos also announced a two-year agreement giving Hewlett-Packard an internal license for the use of Powerhouse. That means HP — for whose hardware Powerhouse was originally developed — will be able to use the development tool internally in any of its divisions. The agreement also covers related Cognos software products: PowerPlan, Graphics, Architect and The Expert. Cognos will also provide technical support to HP, which already uses Cognos products. **CONTACT:** Pierre Viau, COGNOS INC., 3755 Riverside Dr., Ottawa, Ont. K1G 3Z4, (613) 738-1440

LIVING VIDEOTEXT, Mountain View, Ca., is expected to introduce a competitor to Lotus' Agenda for the PC next month, according to a published report. The product called GrandView is said to have features not found in Agenda and will sell for \$100 less — \$299.

SHAREWARE GOES UPMARKET WITH ITS OWN MAGAZINE AND A CD-ROM

SUNNYVALE, CA (NB) — The PC-SIG Library in Sunnyvale has one of the world's largest collections of shareware, programs you can use now and pay for later. PC-WRITE, the program used at NEWSBYTES SOUTH, is an example of shareware. I can make copies for friends easily and legally. If they like it they send in money for the manual and support. Now shareware users (who own IBM PCs or compatibles) have a regular place to turn, as PC-SIG has begun publishing "Shareware Magazine." The magazine features capsule reviews, columns and breathless features about how neat shareware is. NEWSBYTES SOUTH talked recently to Chuck Botsford of PC-SIG, who notes that the group is mainly a distribution service. Chuck is publishing the group's whole library on a single CD-ROM, for about \$300. You can also get a printed index and any individual programs from the library on floppy disks or through dealers. **CONTACT:** Chuck Botsford, PC-SIG, (408)730-9291

MAPINFO DEBUTS PC MAPPING PROGRAM

TROY, N.Y. (NB) — MapInfo, a new program from MapInfo Corp., will analyze information in existing databases and visually display the results in a variety of map formats. The \$750 program allows users to load in data from the keyboard, or directly from dBase III files. The program will then locate a data point at any street address on the map, search for points within specified boundaries, window the data to the screen, and determine the latitude or longitude of any point on the map. The software runs on PCs and clones and requires 640 K of RAM and a hard disk. It will run with Hercules monochrome graphics, or EGA color graphics. Digitized maps are sold separately from between \$95 and \$2000. **CONTACT:** MapInfo Corp., 200 Broadway, Troy N.Y., 12180, 1-800-FAST-MAP (In N.Y., call 518-274-8673).

OGIVAR IN JOINT VENTURE WITH JAPANESE FIRM

MONTREAL (NB) — Ogivar Technologies has signed a joint-venture agreement with AI Electronics Corp. of Japan for the production of a line of laptop computers. AI Electronics, which was already supplying plasma screen technology for Ogivar's System IV laptop, gets the right to build the System IV for the Asian market. Jaime Benchemol, president of Ogivar, said the two companies plan to introduce three more laptop models over the next three or four years. AI Electronics will sell these in Asia while Ogivar sells them in the rest of the world, he said.

Ogivar introduced the System IV at the Comdex show in Las Vegas in November and is currently shipping it. AI Electronics is now setting up its plant to manufacture the laptop for the Asian market, Benchemol said. **CONTACT:** Ogivar Technologies, 7200 Transcanadienne, Montreal, Que. H4T 1A3, (514) 737-3340

MAJOR RESTRUCTURING

NEW YORK (NB) — Facing Wall Street pressure to show results from his leadership, International Business Machines Corp. Chairman John Akers has unveiled a major management-shuffling. Akers' intent is to decentralize decision-making authority in IBM, which many analysts feel has been suffering from business arteries clogged by bureaucracy. Akers' move came a week after Big Blue announced that, but for some special items, IBM's 1987 earnings would have decline for the third straight year. Akers said the changes are "as significant as any we've ever had" and the most important since Tom Watson Jr. succeeded his late father as IBM chief in 1956.

The restructuring establishes five "highly independent systems and technology businesses," according to IBM, along with a new organization, IBM United States, responsible for all U.S. business. The new businesses and IBM U.S. will have full day-to-day operational authority. IBM Senior Vice President Terry Lautenbach is the new general manager of IBM U.S. Among those five independent "businesses" is IBM Personal Systems, responsible for personal systems, displays, most printers, typewriters, copies, desktop publishing, consumers systems, and related operating systems.

NEW IBM KEYPAD TALKS TO THE BLIND

NEW YORK (NB) — IBM has developed a keypad that allows blind users to hear text on the PS/2 personal computer. It is the first entry in IBM's Independence Series of products designed to handicapped computer users. The IBM PS/2 Screen Reader package, at \$600, consists of an adaptive keypad, software, documentation, and support and works on single computer or in networks. A text-to-voice synthesizer is also necessary for Screen Reader to

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work. IBM says Screen Reader would increase independence of the visually handicapped, allowing them to perform the same functions with a computer as other users. The product will be available in March, according to Big Blue. IBM says it tested the program with more than 70 visually impaired IBM employees across the country.

BULL SELLS JAPANESE LAPTOP COMPUTER

TOKYO (NB) — Yokohama-based personal computer maker Sortec has signed an OEM-supply contract for laptop computers with Bull in France. In the agreement, Sortec will supply Bull with its IBM PC/AT-compatible laptop computer, the Snap. Then, Bull will market the computer under the brand name of Lattache in Europe. 10,000 units, which amounts to a deal worth \$15.7 million, are expected to be sold the first year.

Currently, the Snap is sold in the U.S. market by Atlanta-based DataView, receiving the OEM supply of the product from Sortec. The Snap has an NEC's V20 microprocessing unit, and a FDD or a HDD.

UNIX

SUN MICROSYSTEMS, Mountain View, Ca., has named William Randolph Hearst III, publisher of THE EXAMINER, to its board of directors. Hearst, a well-known computer enthusiast, says he's pleased and honored to be chosen and has a "healthy regard" for Sun Microsystems. SUN MICROSYSTEMS also jilted Apple within the last six months, according to the SAN FRANCISCO EXAMINER. The paper quotes reliable sources as saying that Apple CEO John Sculley offered to buy Sun using some of Apple's \$500 million cash reserve. But the offer was refused, says the paper, for two reasons — Sun didn't WANT to be acquired, and few of its key employees care for Apple Computer.

HEWLETT PACKARD CLAIMS HIGHEST PERFORMING WORKSTATION

PALO ALTO, Ca. (NB) — Hewlett Packard has introduced an add-on circuit board which makes its HP 9000 Model 825SRX workstation the highest performing in the market, according to the company. The CPU upgrade triples the speed of the workstation to 2.0 MFLOPS from 1.0 million floating point operations per second. That speed is said to be 75% faster than competing workstations from Sun and Silicon Graphics. HP says the MIPS (millions of instructions per second) rating for its upgraded systems has increased from eight to 14 (or 14 times the performance of the Digital VAX 11/780.)

The upgrade costs \$10,000.

ATARI TO ENTER WORKSTATION MARKET

SUNNYVALE, Ca. (NB) — Atari will introduce a line of 68030-based Unix workstations at West Germany's Hannover Fair computer show in March, says Atari CEO Sam Tramiel in a published report. Details are sketchy (some of them you've read in our European reports) but it's clear Atari plans to low-ball the price in order to gain a hold in the workstation market.

In other Atari news, the firm has succeeded in getting court injunctions against six Singapore firms accused of dealing in pirated copies of Atari games. Authorities seized more than \$64,000 worth of pirated games which reportedly arrived in Singapore via Taiwan.

IBM BOARDS THE UNIX EXPRESS

RYE BROOK, N.Y. (NB) — International Business Machines Corp. is making a pitch for the UNIX operating system, joining a growing bandwagon that now includes Apple Computer, Microsoft, and Sun Microsystems. William Lowe, IBM's personal computer chief, told reporters at the UniForm UNIX conference in Dallas that "IBM pledges to achieve a leadership role in the high-performance UNIX workstation world." The vehicle for IBM's venture into UNIX is the IBM PC RT, the reduced instruction set PC that IBM announced two years ago. By next year, Lowe said, IBM AIX-family workstations (AIX is Big Blue's dialect of UNIX) "will have more than four times the performance and memory of today's RT PC."

At the same time, IBM announced that the National Bureau of Standards in Gaithersburg, Md., will develop conformance tests for UNIX-based software. The tests will measure how well programs conform to proposed UNIX standards developed by the Institute of Electrical and Electronics Engineers. Development work will be done on a PC RT running IBM's AIX.

Also on the IBM front, there are persistent rumors in the industry that IBM may have some new PS/2 hardware ready for display to the public soon. Big Blue is already scheduled to unveil some new OS software for its mainframes. But some who follow the company are also expecting some

announcements from the low end, including, perhaps, a couple of models filling in the holes in the PS/2 line and maybe some upgrades of 80286 machines to the 80386 processor.

X WINDOWS WINS BACKING

CAMBRIDGE, Mass. (NB) — A dozen major computer companies are ponying up \$150,000 each to support development of Massachusetts Institute of Technology's X Windows as a standard for multiple displays on computer screens. MIT has been developing X Windows for three years. A standard will make it easier to write software that will run on a variety of machines, X Windows developer Robert Scheifler says. Joining the X Windows consortium are IBM, Digital Equipment Corp., AT&T, Hewlett-Packard, Apple, Sony, Apollo, CalComp, Sequent Computer Systems, Sun Microsystems, Tektronix, and Xerox.

SUN INTRODUCES DESKTOP SUPERCOMPUTER

MOUNTAIN VIEW, Ca. (NB) — At a packed news conference, Sun Microsystems has unveiled what it calls the first supercomputer to fit on a desktop, the Sun 4/110 workstation. Based on Sun's SPARC reduced instruction set architecture, the \$18,900 workstation delivers seven times the speed of a DEC Vax 11/780 or seven million calculations per second. It uses Sun's own operating systems, C, FORTRAN, and Pascal but will also make use of the coming version of Unix being designed by Sun and AT&T. The workstation has 8 megabytes of main memory and a monochrome monitor.

While showing this price/performance breakthrough, Sun also announced it is raising the price of one of its workstations. The Sun-3/60 workstation is up \$1,000 to \$8,900 due to an increase in component costs and specifically an increase in the cost of one megabit computer memory chips. Commenting on the Sun/AT&T alliance which has raised hackles throughout the Unix world, Sun executive Ed Zander defended the project, saying, "We believe we can offer an alternative to the closed, proprietary systems of DEC and IBM." He called for his detractors to rally around in support of the joint development effort.

SUN MICROSYSTEMS TO INTRODUCE DESKTOP SUPERCOMPUTER

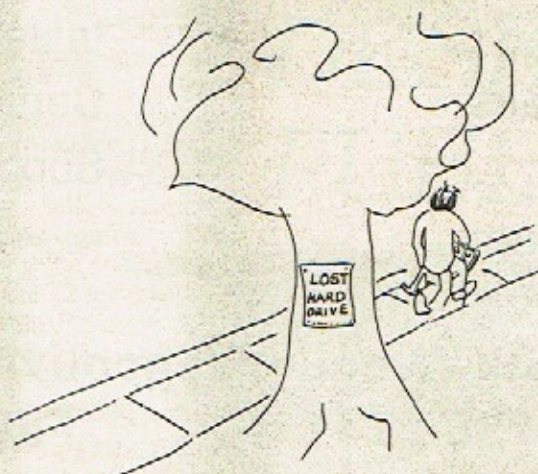
MOUNTAIN VIEW, Ca. (NB) — Sun Microsystems is expected to unveil a low-cost supercomputer this week, capable of processing information at a rate of 4 to 7 million instructions per second. The desktop machine, expected to be priced between \$10,000 and \$15,000, is based on Sun's SPARC, or reduced instruction chip set.

TOSHIBA UNVEILS UNIX PORTABLE COMPUTER

TOKYO (NB) — A Toshiba spokesman says the company has developed a Unix-based desktop portable computer the T8200. It has an 80386 MPU, a 4M memory (12M at maximum), a 100M HDD (200M at maximum) and a 3.5-inch FDD. The T8200 will be shown at the Uniforum conference in Dallas, Tex. on February 8. It will be released in August. The price has not been announced yet.

Meanwhile, Toshiba has developed a Unix program for its T5100 laptop computer. The program supports a multiuser feature connecting up to 4 terminals. The program will also be shown at the Uniforum next week. Its release date will be in May.

CONTACT: Toshiba America, Inc. Information Systems Division, 9740 Irvine Boulevard, Irvine, CA 92718, U.S.A. (1-800-457-7777)



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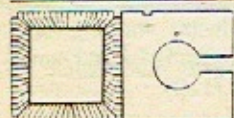
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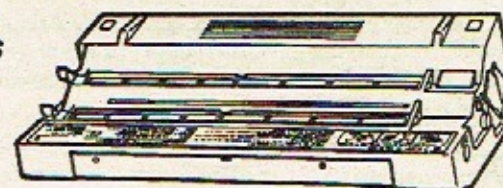
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